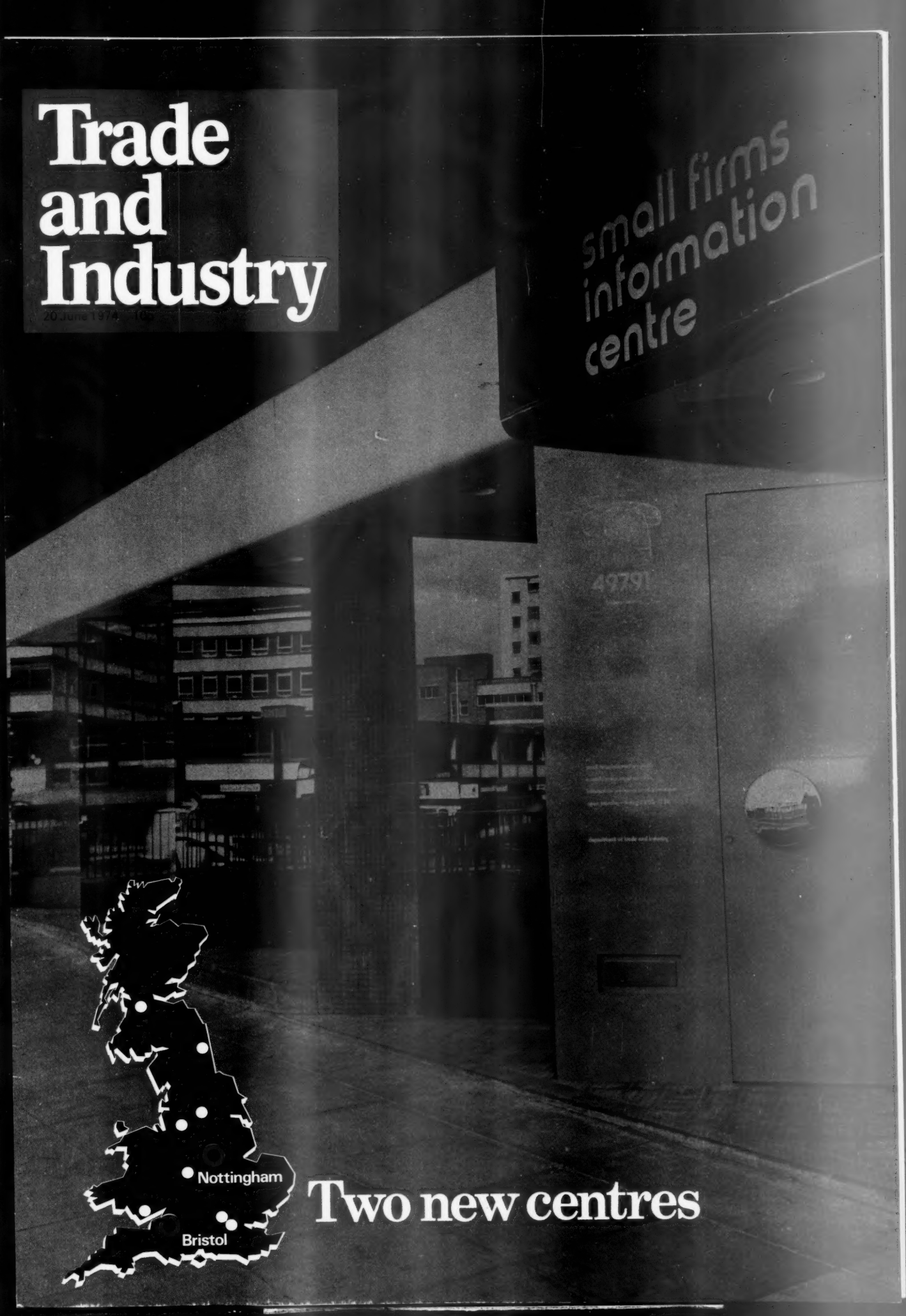
Trade and Industry

20 June 1974 10p



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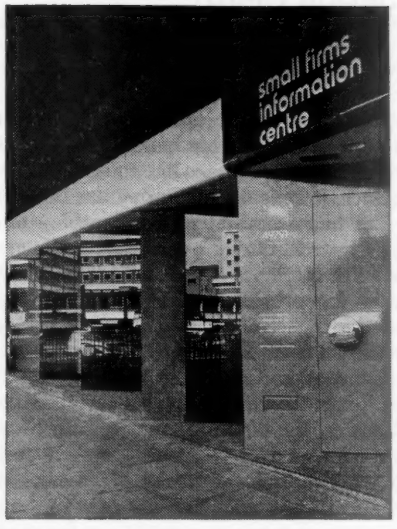

On 14 June two new specially-designed offices were opened at Bristol and Nottingham in a network of 10 Small Firms Information Centres located at strategic points throughout Great Britain. At these centres are staff whose specific task is to assist small firms, and those aiming to enter business for the first time, in resolving the variety of problems that come their way. An article on the work of these Small Firms Information Centres appears on page 574 of this issue.

Trade and Industry
Incorporating the Board of Trade Journal
Volume 15. No. 12.
Pages 573 to 620. 20 June 1974.
Price 10p. Net subscription post inclusive, £7.60
Editorial: Room 437, 1 Victoria St., London SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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Britain

Extending help to the small companies

by Ray Parr, manager, Nottingham Small Firms Information Centre

Last Friday (14 June) saw the official opening in their new, specially-designed premises of the Bristol and Nottingham Small Firms Information Centres. Tony Benn, Secretary of State for Industry, opened the Bristol office, while the ceremony in Nottingham was performed by Gregor MacKenzie, Parliamentary Under-Secretary of State in the Department of Industry. This is another stage in the programme of establishing a network of 10 such information centres throughout Great Britain. Specially-designed offices are already operating in Newcastle, Luton, Birmingham, Cardiff and London, and in Glasgow, Manchester and Leeds the staff are expected to move in the near future from their present temporary addresses into new premises conveniently located to serve industry.

The Centres – one in each economic planning region – are being established to provide reference points to which owners and staffs of small firms can turn for the most appropriate source of help and advice on any problem. The problems can be of a financial, technical or managerial nature, or even concerned with the impact of Government regulations and how they affect the efficient running of their businesses. A wide-ranging series of booklets, from 'Starting in Business' to 'Diversification', can be obtained from the Centres, supplementing the information obtainable from the staff.

The basic tool utilised by the Centres is an information bank, provided by the Small Firms Division in Department of Industry, containing several thousand contacts and compiled from the results of a special exercise conducted on a nationwide basis. This has been supplemented by the staffs of the Centres who have made contact with the many local sources of assistance that exist in their respective regions. There now exists in each Centre an extensive reference bank of sources (in many instances, a named contact) of assistance which, if used intensively, could result in considerable savings in time, trouble and expense for the proprietors of small firms. In these days of the large company it is often overlooked that the small firm sector is still significant both economically and socially, its 1¼ million units providing employment for one-third of the country's labour force and accounting for over 20 per cent of total net output. Therefore, anything which contributes to improving the efficiency of an individual small firm benefits not only that particular inquirer but contributes also to the well-being of the community as a whole.

The first year

Considerable difficulty and frequent setbacks were experienced during the early days of establishing the Centres not the least of which involved the acquiring of suitable premises and their conversion to a common design and furnishing scheme. In Nottingham the planning authorities were reluctant to see a Government office, despite its new style shop-type profile, located in the central shopping area. However, it eventually proved possible to agree suitable premises very close to the city centre and in the middle of the administrative and financial community. This has proved an uncovenanted bonus, enabling us to steadily develop co-operative links with important sources of help for small firms in the East Midlands, many of whom are currently concerned with problems of financing their plans for expansion or, in some instances, recovering from the difficulties of three-day working earlier in the year.

Although a large proportion of the upwards of 1,600 inquiries that the Centre at Nottingham has handled in the past year have been dealt with quickly and, we like to think, to the satisfaction of the inquirer, practically every day has brought at least one inquiry that has necessitated considerable – and sometimes protracted – research. On such occasions the diverse and varied knowledge and experience of the staff of the Centre can prove invaluable in providing the answer to an inquiry which, at first glance, seemed insoluble. If necessary, each Centre can also use its telex equipment to draw on the combined resources of the other Centres or upon the Small Firms Division at headquarters. In assisting the small firms, I am aided by Frank Hunt, the deputy manager, and Mary Waring, our clerk/receptionist. Now, not only are we fully appraised of the technicalities involved in the process known as stentering but – although we may not know what they may do in their spare time – we can also detail the functions of overlockers and bar tackers.

Problems of finance form just one class among the inquiries we receive. Most small firms, almost instinctively, turn to their banks for finance, whether for expansion or to overcome problems of pressure on their cash-flow position. There are occasions, however, when for one reason or another they are unable to obtain the extra finance from this source. This may be because the case has not been presented in the best way, or the term of the loan is inappropriate for normal clearing bank operations or because some other form of financing is called for. It has been estimated that nearly 70 per cent of small firms in this situation do not pursue the matter further, either because of lack of knowledge of alternative sources of finance or for fear of a further rebuff. An approach to the Small Firms Information Centre could, if our current track record is any guide, provide a whole range of alternative methods of obtaining the necessary finance. Not only have we already achieved considerable success in this field but, by maintaining close contacts with the banking and financial sector, we are becoming increasingly in tune with current trends and conditions and so further benefiting our inquirers.

Among the increasing proportion of the inquiries on finance received by the Centre, and one of our recent successes, was that from a small welding company which, although it had only been established for two years, was successful in obtaining a contract for the welding on a large industrial installation in the UK valued at £45,000. To undertake the work, however, it needed additional capital to buy materials and take on additional welders. Because of the company's relatively short history of trading its bank found itself unable to increase the firm's present overdraft. The welding concern turned, perhaps more in hope than conviction, to the Centre for help in solving its problem. As the result of suggestions made by us the firm found an answer to its problem within 24 hours and is now busily engaged on the contract. A crucial stage in the expansion of a small firm has been satisfactorily accomplished. Signposting advice on factoring and leasing, block discounting, debt collection and the myriad other variations on the theme of using scarce and over-stretched capital resources has been

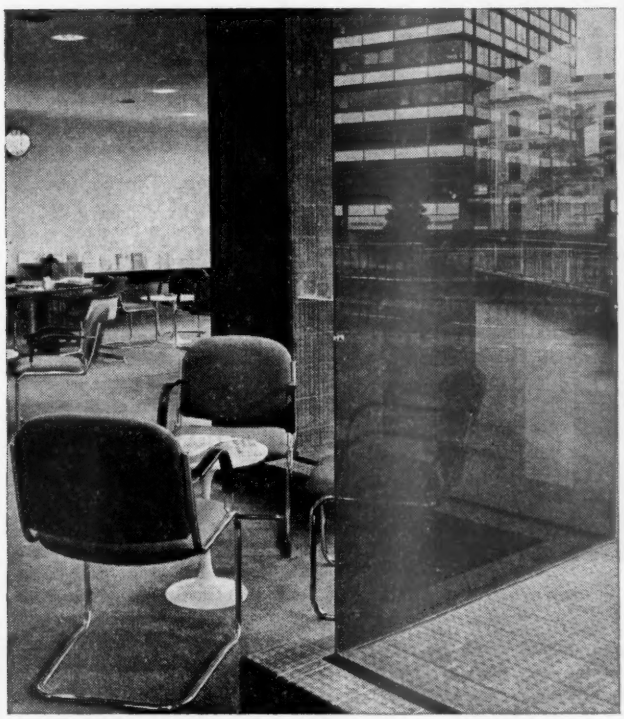
provided to a significant number of inquirers over the past hectic but interesting 12 months.

Another interesting area of inquiry which arises, although less frequently than the previous example, is typified by the approach made by a local manufacturer of paper products, who was seeking a purpose-built machine to speed up his manufacturing process. Through our links with the engineering department of a neighbouring university there are now very good prospects that this problem will be satisfactorily resolved. This manufacturer has subsequently made further use of our services.

One especially worrying problem to many small firms and businesses at the present time – with redevelopment schemes in progress in many cities and towns throughout the country – is that of accommodation, particularly where extra space is needed for expansion. We maintain close contacts with estate agents and developers in our area so that we can often short-cut the protracted and enervating process that this presents to the small firm in this position. In Nottingham we have developed close contacts with the City Planning Department, so that we can improve the service we offer and also so that we can gauge the real extent of the problem which, although it exists, is largely unquantified at the present time.

It is possible to mention only some of the more outstanding types of inquiry handled by the Centre during the course of an average day. They also come from the man who is just fulfilling an ambition to start his own business or open a retail shop, the manufacturer who is desperately short of some vital component or raw material, the solicitor who requires guidance on impending legislation, and the inquirer who needs to know about the techniques of yoghurt manufacture. Life in a Small Firms Information Centre is never dull, is inevitably unpredictable but, at the end of the day, satisfying in the sense that a number of people in industry and business have been helped out of a situation of difficulty and that a number of small firms have become that more efficient.

Because the service is still relatively new an important task has been explaining the purpose of the Centres and what they are attempting to achieve. This work has rested mainly on



Looking into the interior of the new Nottingham Centre from its serrated shop window frontage.

Mr. R. C. McVickers (centre), the Department of Industry's Director, Industry, for the East Midlands, paid a visit to the new Nottingham office prior to its official opening. With him outside the office are Ray Parr (right), manager of the Centre, and Frank Hunt, deputy manager.

the managers, although in many instances the deputy managers have also had to step into the firing line. Talks have been given to Chambers of Commerce and Trade, trade associations, Citizens Advice Bureaux and other gatherings of businessmen. Some managers have also made TV appearances and spoken on local radio and one has even judged a window-dressing competition for the Spalding Tulip Week festivities.

Although this missionary work has on occasion been greeted with scepticism, this attitude has with a wider appreciation of the service provided by the SFICs, steadily declined since the early days. Indeed, there is a steady and encouraging tendency on the part of the various agencies concerned with the small firms sector to explore with the local Centres ways in which co-operation can be developed to the advantage of small companies.

At Nottingham we have generous accommodation situated on three floors, which enables the Centre proper to be adequately housed on the ground floor with a wide expanse of shop window. The first floor provides a particularly large conference room while a large display area is available on the second floor. A separate entrance to the upper floors make them ideal for meetings and exhibitions and this facility is being actively promoted. We would like to see extensive use of these facilities by local colleges and other non-profit making organisations for the benefit of small firms throughout the region.

The Centres have one other very important function. The Bolton Report pointed out that many of the problems of small companies have in the past been overlooked by governments simply because of lack of awareness. The SFICs represent an additional source of information on the progress and health of the sector – if you like, another 'eyes and ears' – which can feed back to headquarters developments almost as they occur. Additionally, the Centres – which form a part of the Department's regional organisation and, as such, are integrated with the Regional Offices – have also been able to supplement existing knowledge, and indicators, of the economy. Also, the SFICs guide inquirers to the specialist resources of the Regional Offices in the spheres of export, industry and location.

We in the SFIC service are encouraged by the degree of success already achieved and believe that this presages continued development. We hope that small firms will increasingly come to recognise the value of the service provided by their local Centre and make use of it to their advantage and improved efficiency. The service provided by the Centres is free, fast and confidential; the staff welcome the opportunity of demonstrating that this claim can be met in practice.

Home News

Government intends to return industrial prosperity to the North says Eric Heffer

The Government proposes to take powers to re-industrialise the North of England as well as other under-developed areas, said Eric Heffer in Newcastle upon Tyne on 14 June.

Mr. Heffer, Minister of State, Department of Industry, emphasised that these proposals will be set out in a Government Green Paper so that the fullest consultation between interested parties can take place.

He urged the people of the Northern region who have a direct interest in these proposals to seize the opportunity to take part in these discussions.

'Trade Unions, local authorities, Members of Parliament, Councillors, Chambers of Commerce, individuals and other interested parties should expect to join in the discussions and offer views. I assume the people in this part of the world and their representatives will welcome the policy and once clearly understood will attempt its adoption. The majority of the people of Northern England surely already understand that our industrial system must be changed to meet their needs. They have first-hand experience of the ravages that over many decades have brought industrial decline to their communities.'

Mr. Heffer explained at the Annual General Meeting of the North of England Development Council that the Government propose to set up a National Enterprise Board as an instrument whose objectives will include the re-industrialisation of the North, an objective, he said, which can only be secured by direct positive intervention.

The National Enterprise Board would, he said:

Influence major companies in each manufacturing sector through competitive stimulus by giving a lead in investment, pricing policies, etc.

Reorganise the industrial structure in each main sector in line with longer term public need rather than short term market considerations.

Act to reduce the growth of monopoly power by inserting public enterprise competition where this is needed.

Use its initiative in new physical investment to create a regionally more balanced location of industry.

Retain public control in areas of the economy of great national interest and, if necessary, check foreign takeovers.

Influence the multi-nationals by enabling the Government to take a tougher bargaining stance, particularly over new investment location.

Help towards full employment and, where necessary, use new methods to deal with ailing firms.

He said that, in addition to the National Enterprise Board, there will be a system of Planning Agreements with the leading companies in order to secure their agreement with national economic priorities, in return for supporting requested industrial developments, and giving financial assistance.

'We also propose, as you know, the nationalisation of the shipbuilding, shiprepairing and aircraft industries, and separate White Papers will be published outlining these proposals. Nationalisation of shipbuilding and shiprepairing will enable the Government to provide for the systematic re-equipment and investment in the shipping industry so that it can go out and win world markets. The Government is determined to bring industrial prosperity back to the North.'

Mr. Heffer explained that the Government is putting forward these proposals because it recognises that up to now regional policies have only been sufficient – despite massive Government financial assistance – to prevent us slipping backwards. 'They have not succeeded in bringing real prosperity and sufficient job opportunities to the North.'

The opening of new development, test and design engineering laboratories marks a further stage in the expansion of Europe's largest single all-colour television factory, that of Thorn Consumer Electronics Ltd. at Bradford. In the foreground of this view of the Development Engineering Department, a scientist carries out a 25,000-volt flash-over test on the new 9000 chassis which goes into production for the British market in September this year. The factory produces more than 10,000 colour television receivers a week for the home and export markets, sold under the brand name of Thorn Ferguson. The company claims a 35 per cent share of the Australian market, through a link with Amalgamated Wireless of Australia, and a 30 per cent share of the New Zealand market.

New NEL Director

Mr. D. H. Mallinson, Director-General Engines in the Ministry of Defence Procurement Executive, will become Director of the Department of Industry's National Engineering Laboratory, East Kilbride on 1 September.

He will transfer to the Department on 5 August and will succeed Mr. R. H. Weir, who is retiring from the public service.

Early consultation on shiprepair study

There is to be early consultation with all interested parties following the publication on June 17 of the study of the UK shiprepairing industry. This was announced by Tony Benn, Secretary of State for Industry. 'The report and the discussion arising from it will be taken into account by the Department when preparing proposals for the shipbuilding, shiprepairing and marine equipment industries,' he said.

The Report – 'The UK shiprepair industry' – is obtainable from HMSO at 65p (by post 82p).

Small Firms Information Centres open at Bristol and Nottingham

Two new Small Firms Information Centres were officially opened last week, making a total of ten throughout the UK. In Bristol on 14 June, Tony Benn, Secretary of State for Industry, opened a Centre at 11 Colston Avenue (tel. 0222 396116 or 'Freefone' 1208. Manager: Ron Till) while, on the same day, Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, opened a Centre at 48-50 Maid Marion Way, Nottingham, (tel. 0602 59791 or 'Freefone' 4062. Manager: Raymond Parr).

Mr. Benn pointed out that the Bristol Small Firms Information Centre and nine others have been established to help small firms deal with the day to day problems of running a business in the twentieth century.

'This Centre,' he said 'is to serve the seven counties which make up the South West Region. It is often not realised that this region contains 7 per cent of the working population and 10 per cent of the land area of Great Britain. Indeed the distance from Lands End to the Gloucestershire boundary is the same as from London to Newcastle-upon-Tyne. However a small businessman who is as far away from the Centre as the tip of Cornwall need feel no disadvantage in using the service since he can telephone at Government expense.

'This Centre will give sign-posting help on all aspects of business management including financial, technical and official matters, thus providing owners and staff of the 85,000 or so small firms in the South West with a single regional point of reference to give quick and confidential advice on sources of information and help.'

Mr. Benn said that the background of history and tradition in the South East had never meant stagnation, and that we could be proud of the initiative that local firms, some large and some as yet in their infancy, had demonstrated in being in the forefront of technology. The Centre had now given help to over 500 inquirers on how to start up in business.

I am heartened,' he said 'that there is this desire to set up new ventures even in these difficult times and it augurs well for the health of the economy of the region in the future. It also supports my view that the entrepreneur is still at the heart of industrial development and innovation.'

Mr. MacKenzie, who has special responsiblity for small firms, said: 'When I speak to owners of small firms I sometimes detect a feeling that they believe Government regards them as second class businessmen whose views need not be sought. I would like to take this opportunity to assure you that we are determined that the interests of small firms will not be overlooked by the present Government. We are pledged to bring about industrial expansion and development and in carrying out this policy we have no intention of ignoring the contribution that small firms can make. However small firms cannot be expected to be treated as being separate from the general and fiscal policies of Government but we recognise that they have their own legitimate interests and problems and I can assure you that we shall take these into account when devising policy.

'The East Midlands Small Firms Centre will help small firms overcome the many difficulties they face in the day to day running of their businesses. It will provide owners and staff of all small firms in the East Midlands with a single regional point of reference able to give quick and confidential advice on sources of information and assistance.

'The area covered by the Centre is wide, ranging over the diversified industrial belts of Nottinghamshire, Derbyshire, Leicestershire and Northamptonshire and to the East the predominantly agricultural area with important industrial centres like Grantham and Lincoln. It does not matter however how distant a firm is from the Centre as telephone calls can be put through at the Government's expense using the "Freefone" facility we have provided.

'The Centre is an integral part of the regional office of the Department of Industry and will ensure that an effective two-way channel of communication is kept open with small businessmen. It is intended that Centres will strengthen region grass-roots intelligence and provide another path by which small businesses and organisations can make their views and problems known to Government.'

An article on the work of Small Firms Information Centres appears on page 574 of this issue.

'Government committed to Post Office success'

The commitment of the Government to the success of the Post Office was reflected in four studies he had requested from the management, said Tony Benn, Secretary of State for Industry, when speaking at the Post Office Engineering Union Conference in Blackpool on 13 June.

He told the delegates that members of the POEU and the other Post Office unions, must now take the initiative in seeing that the process of democratisation within the Post Office and improvement in its service to the public were carried through.

Mr. Benn said that one of the first things he did when appointed Minister was to ask for studies in four areas of policy. The first was to study the possibilities of moving the Post Office at some stage into the manufacturing side of telecommunications, for example, either by acquiring a holding in a private telecommunications firm, or by a joint venture, or, and in any case, by an expansion of the role of the Post Office factories.

Also, he went on: 'I asked them to examine what would be involved in bringing the whole national cable network into public ownership on a progressive basis. We must not make the mistake that was made in the 19th century when the telephone service began under private ownership and then later had to be brought into public ownership. Obviously, the material transmitted by cable should always remain under the control of its many customers private and public. But the network itself really should be in the public sector.

'I asked them to tell me how to establish the Giro on a much firmer footing. I intend to work to see that Government business, on a larger scale, is transferred to the Giro as was always the intention.

'I asked them on industrial democracy to let me know how the management see it.

'All these points I know are in line with union policy and reflect the commitment of this Government to the success of the Post Office.

'Members of this and other Post Office unions who have given such service to the Post Office over the years, must now take the initiative in seeing that the process of democratisation within the Post Office, and improvements in its services to the public, are carried through.

'It is my hope that this whole union with all its members will consciously assume its responsibility to and for the Post Office by developing its own policy further and seeing that that policy is vigorously pursued over issues of corporate strategy, managerial structure and customer relations that have hitherto been regarded as a management prerogative and outside the normal ambit of trade union responsibility.

'The old distinction between the responsibilities of management and the responsibilities of workers no longer makes sense and is contrary to the spirit of socialisation to which we are jointly committed.

'In inviting you today to take upon yourselves wider responsibilities than have hitherto been thought proper, as areas of trade union involvement, we are proposing a radical change that will need to be implemented carefully and responsibly after proper discussion and consideration.'

He said our sights should be set on nothing less than the objective of achieving 'the best obtainable system of popular administration and control of each industry or service.

'If this succeeds in bringing about the transformation within the Post Office – and other nationalised industries – that we know is necessary and possible, it will be a change as far-reaching, and as important, as any act of nationalisation itself. In the past nationalisation seemed to many workers to involve little more than the substitution of a public boss for a private boss with the same authoritarian structure as before.

'The debate on industrial policy to which I referred in the beginning is not just about democratic management within existing nationalised industries.

'It is about the extension of public ownership, within a mixed economy, and a net framework within which the relationship between Government and the big companies will be conducted.'

Price Commission interventions during May

In May, the Price Commission rejected 101 pre-notifications of price increases from Category I and II companies, mainly on the following grounds: failure to supply the required information; exceeding the net profit margin reference level; or the selection of an unrepresentative base period. Claims for 40 price increases were withdrawn by the companies concerned and, in addition, the Commission modified 86 pre-notifications.

Since the beginning of Stage 3 last November, the Commission has rejected a total of 950 pre-notifications and modified a further 389; 217 claims were withdrawn by the companies concerned. In terms of trading sector, 121 claims from food manufacturers were either rejected or withdrawn, 882 from non-food manufacturers and 164 from service industries.

An oil company which exceeded its reference level by over £1 million in a recent period has made price reductions in one of its products to offset the excess by the end of September 1974.

During May, agreement was reached with certain Category II distributors to secure price reductions amounting to some £1.2 million to eliminate excess profits as revealed in their quarterly returns. These included £886,000 from one retail distributor and £220,000 from garages on car sales and motor servicing. Total reductions in the distributive sector of Category II to date (that is, from the beginning of Stage 2) now amount to some £14.7 million. In addition, the Regional Centres of the Price Commission secured 288 voluntary price reductions from local firms during May.

The Price Commission can intervene at any time following the receipt of pre-notifications submitted by Category I and II companies, during or after the 28 day period which must elapse before the increases can be implemented. Announcements about price increases occurring after the pre-notification period has expired, where the Commission have not intervened, are the responsibility of the companies imposing them.

Rejections

Company	Product	% increase sought
Category I		
Advance Linen Services Ltd.	Linen services	11.18
Albright & Wilson Ltd. (Industrial Chemicals Division)	Organo-tin	20.30
Chloride Shires Ltd.	Sanitary equipment	6.50
Deltaflow Ltd.	Non-ferrous water fittings	5.39
	Plastic ballvalves	21.00
EMI Cinema & Leisure Ltd.	Cinema admissions	1.90
The General Electric Co. Ltd.:		
AEI Cables Ltd.	Electric cables	20.87
	Insulated power cables	23.32
British Domestic Appliances Ltd.	Domestic appliances	20.00
	Domestic appliances and servicing	6.65
Cannon Industries Ltd.	Cookers, heaters, spares and rotisseries etc.	12.84
English Electric Fusegear Ltd.	Electrical distribution equipment	15.89
GEC Diesels Ltd., Dorman Engine Division	Component parts and service work, diesel powered generating sets and compressors	11.00
GEC Distribution Equipment Ltd.	Loose air circuit breakers and isolators	18.20
GEC Machines Ltd., Motor Division	Electric motors	16.80
SIM Division	AC cage electric motors	16.75
GEC Measurement Ltd.	Electrical KWH meters, protective relays and indicating instruments	20.55
GEC (Radio and Television) Ltd.	Colour and monochrome television and audio products	10.37
London Electric Wire Co.	Wire	7.06
Osram (GEC) Ltd.	Electric lamps and lighting fittings	6.89
	Lighting fittings	20.34
Ruston Gas Turbines Ltd.	Turbo blowers and spare parts	13.30
Ruston Paxman Diesels Ltd.	Diesel engine spares	11.12
	High speed diesel engine spares	13.94
Satchwell Sunvic Ltd.	Temperature control equipment and timers	8.19
Woods of Colchester Ltd.	Fans and ancillary equipment including electric motors	22.50
ICI Ltd., Mond Division	Cereclor	6.52
ICI Ltd.	Vinyl chloride monomer	£10.91 per tonne
Royal Doulton Tableware Ltd.	China and earthenware, tableware and ornamental items	11.70
Slumberland Ltd.	Bedding products	10.78
Small and Parkes Ltd.	Friction material	6.45
Vine Products Ltd.	Egg-flip	17.71
Category II		
Ace Engravers Ltd.	Printers plates	7.50
Alcoa Manufacturing (GB) Ltd.	Rolled products and extruded products	5.00
Alcoa Foils (GB) Ltd.	Aluminium foil containers	3.60
Armstrong Equipment Ltd.	Strut shock absorbers	5.00
Wallace Arnold, Sales & Service Ltd.	Labour hour rates	5.50-12.40
Art Reprographic (London) Ltd.	Printers plates	7.50
Avalon Industries Ltd.	Shoe machinery	11.36
Balfour Darwins Ltd.	Castings	11.00
H. J. Barlow & Co. Ltd.	Bright steel manufacture	3.20
Bayswater Tubes and Sections Ltd.	Welded aluminium and aluminium alloy tubes and hollow sections	6.00
Belfast Steamship Co. Ltd.	All freight charges	12.50
Bibby & Baron Ltd.	Paper and paper bags	8.80
Bondworth Holdings Ltd.	Furniture products	8.70
Bradley & Co. Ltd.	Galvanised hollow-ware	21.26
	Domestic housewares	11.74
Briggs Engraving Co. Ltd.	Printers plates	3.25
Bristol & West Engravers Ltd.	Printers plates	3.00
Brittains Paper Ltd.	Paper	14.40
Brookhirst Igranic Ltd.	Electrical control gear, clutches and brakes	7.50
Bulpitt & Sons Ltd.	Royal kettle	8.78
	Regal kettle	5.49
	Spare element	7.14
	7.50kVA generator	14.15
	18.75kVA generator	14.71
	25.00kVA generator	18.13
Calor Agriculture & Direct Nitrogen Ltd.	Fertilisers and equipment hire charges	21.23
Canning Town Glass Works Ltd.	Container glassware	15.22
Cementation (Muffelite) Ltd.	Shock vibration isolation components	9.99
Champion Sparking Plug Co. Ltd.	Sparking plugs	10.80
Commercial X-Rays Group	X-Ray services	11.70
Compton Building Ltd.	Exposed allotment sheds	30.80
	Coal bunkers	24.60
	Litter bins	22.70
	Battery garages	17.20
	Multi-purpose industrial building with maindoor	20.40
	Universal industrial buildings	33.30
Crefield Blackstock Engineering Co. Ltd.	Not stated	22.30
Darchem Ltd.	Calcium silicate insulation	15.00
	Magnesia insulation	20.00
	Asbestos-free armouring compound	20.00
	Hard setting composition	20.00
	Darlate cement	10.00
	Light magnesium carbonate and light magnesium oxide	12.00
	Calcium silicate insulation	10.00
	Magnesia insulation	15.00
	Asbestos-free armouring compound	20.00
	Hard setting composition	20.00
	Darlate cement	10.00
Data Sciences International Ltd.	Computer consultancy work	19.20
Evans Lifts Ltd.	Lift maintenance and service charges	7.50
Ever-Tidy (Kitchen Cabinets) Ltd.	Cabinets	11.66
FBG-Trident Ltd.	Glass ampoules – 1 ml	20.00
	– 2 ml	10.00
Fidelity Radio Ltd.	Unit audios	2.94-7.50
	Record players	6.00-8.70
	Radios	3.03-8.33

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Company	Product	% increase sought
Flotex Ltd.	Electrostatically flocked floor covering	8.10
E. Fogarty & Co. Ltd.	Boston and Skye rugs	3.40-42.00
L. Gardener & Sons Ltd.	Diesel engines etc.	13.00
Gravity-Randall Ltd.	Various products	24.50
Haddon-Oldham Ltd.	Traction batteries	6.00
	Traction batteries	13.10
	Mining batteries and component parts	7.70
Hamworthy Engineering Ltd.	Iron castings	10.00
Harris Engineering Ltd.	Industrial heating and air filtration equipment	7.30
Hilton Hotels (UK) Ltd.	Hotel tariffs	8.00
Honeywell Ltd.	Automatic control equipment	30.40
House of Clydesdale Ltd.	Television rentals	10.00
	HP interest	2.00
A. S. Jones & Co. Ltd.	Road haulage	6.00
The Kendall Co. (UK) Ltd.	Processed cotton for tampons	5.58
	Processed cotton for tampons	8.86 +0.120p per lb
Kingston Minerals Ltd.	Haulage rates	10.00-13.36
Lamson Engineering Co. Ltd.	Mechanical handling and communication systems	4.30
	Material repairs and maintenance	25.00
Nathaniel Lloyd & Co. Ltd.	Tear tapes and security threads	21.70
Magnet Joinery	Doors joinery and kitchen units	21.62
Horatio Myer & Co. Ltd.	Beds, divans, headboards and occasional furniture	6.90
Northern Ireland Trailers (Scotland) Ltd.	Unit load operators	5.20
Josiah Parkes & Sons Ltd.	Locks and builders hardware	11.50
The Peerless Gold Leaf Co. Ltd.	Luminescent stamping foil	11.60
Rampart Engineering Ltd.	2 gallon fire extinguishers	18.20
	Dry powder fire extinguishers	14.70
	7-25 lb fire extinguishers	18.80
	Wheeled fire extinguishers	22.90
	Hose reels	30.40
	CO2 gas fire extinguishers	33.00
Ranco Motors Ltd.	Electric motors	10.00
Redman Heenan Froude Ltd.	Variable speed drives	12.50
Sperry Remington Ltd.	Manual typewriters	36.00
	Electric typewriters	10.00
Sterling Coated Materials Ltd.	Coated and laminated papers, plastic films and metal foils	10.78
Swan National Ltd.	Self drive vehicles for short-term hire	4.43
PMG Thorpe Ltd.	Vehicle lamps	9.149
	Vehicle lamps	12.22
Ulsterbus Ltd.	Fares and line charges etc.	12.10
Union Cold Storage Ltd.	Cold storage and processing	12.50
United Fireclay Products Ltd.	Firebricks	17.48
Universal Grinding Wheel Co. Ltd.	Abrasive wheels	10.50
Wm. Wadsworth & Sons Ltd.	Inspection and servicing of lift installations	8.84
Warwick Rim & Sectioning Co. Ltd.	Cold rolled sections	14.90

Withdrawals

Company	Product	% increase sought
Category I		
Allen West-EAC Ltd.	Electric motor control equipment	9.80
Angloprint Ltd.	Printing and packaging	17.20
Ascot Gas Water Heaters Ltd.	Gas conversion sets for instantaneous gas water heaters, circulators and wall hung central heating boilers	10.56
National Newspapers Division of Associated Newspapers Gp. Ltd.	Cover price of Daily Mail and Evening News	13.98
Bowaters UK Paper Co. Ltd.	Standard and Lightweight newsprint	22.69
	Packaging papers	24.39
British Aluminium Co. Ltd.	Aluminium semi-fabricated products	1.29
Brook Motors Ltd.	Electric motors, switchgear and control gear	18.99
Cadbury Ltd.	Confectionery	16.003
Cantrell & Cochrane Ltd.	Mineral waters, fruit juices and squashes	20.75
Crompton Parkinson Ltd.	Integral HP induction motors	10.32
Hale Trent (Holdings) Ltd.	Packaged cakes	4.892
H. J. Heinz Co. Ltd.	Selected retail and catering products	4.12
Jackson Electric Ltd.	Conversion sets for gas water heaters and gas cookers	18.46
New World (Gas Cookers) Ltd.	Gas cooker conversion sets	27.37
Radiation Gas Fires Ltd.	Gas conversion sets for gas fires and gas central heating boilers	15.56
Rowntree Mackintosh Ltd.	Confectionery	4.175
Russell Hobbs Ltd.	Automatic kettles, percolators, toaster ovens, tea makers, milk warmers and related parts	3.329
Schweppes Ltd.	Mineral waters, squashes and marmalade	2.82
Simpson, Wright & Lowe Ltd.	Hosiery and half hose	3.45
Slumberland Ltd.	Bedding products	8.57
Strand Hotels Ltd.	Apartment catering and allied services	1.64
Wiggins Teape Ltd.	Paper and pulp products	13.58
Wilsons & Mathiesons Ltd.	Conversion sets for gas appliances	18.38
Category II		
AMF International Ltd.	Pressure vessels (various)	10.57-26.50
The Associated Octel Co. Ltd.	Anti-knock compounds: TEL	16.30
	TML	8.20
Bairdtex Ltd.	Midwear	35.50
	Corduroy	41.50
	Outerwear	18.90
Brocklehurst Yarns Ltd.	Polyamide and polyester yarns	2.29
CCL Systems	Earth clamps	33.33
	Meter boards	16.75
Colgate-Palmolive Ltd.	Toilet preparations	4.03
Durham Chemicals Ltd.	Chemlock adhesives: 205	24.60
	217	18.49
	220	5.23
	222	7.15
	231	9.41
	236	22.13
	607	1.61
	Zinc sulphate	20.49
	Zince carbonate	18.92
	Zinc oxide	15.19
	Zinc dust	33.89
	Precipitated metallic stearates	15.17
	Direct metallic stearates	14.98
	Lead stearate A	16.76
	Plasticisers	31.26
Hobart Manufacturing Co. Ltd.	2120 coffee mill	8.47
	3020 coffee mill	8.17
	6128 potato peeler	9.60
	6228 potato peeler	9.60
Ideal Timber Products Ltd.	Worktops and combi furniture	2.50
Lankro Chemicals Ltd.	Ethomeen and related products	39.92
Norprint Ltd.	Tags, tickets and labels	11.40
Parmeko Ltd.	Transformers	35.00
Reed and Smith Ltd.	Paper	4.55
Rosedale Industries Ltd.	Organs	17.59
	Toys	16.52
	Housewares	19.80
	Lamp shades	13.29
Shellstar Ltd.	Fertilisers	15.47
Warwick Rims and Sectioning Co. Ltd.	Cold rolled sections	18.00

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Modifications

Company	Product	% increase sought	% reduction made
Category I			
Associated Portland Cement Manufacturers Ltd.*	'Sulfacrete' 'Walcrete' 'Snowcrete' 'Aquacrete' '417' 'Colorcrete' and 'Swiftcrete'	24.52	1.95
Associated Portland Cement Manufacturers Ltd.*	Blue Circle ordinary Portland cement, Ferrocrete rapid hardening Portland cement, Blue Circle Portland blast furnace cement and Blue Circle low heat Portland cement	19.35	5.45
	'Snowcem' waterproof cement paint	20.03	3.31
British Celanese Ltd. (Fibres Division)	Polymer-based industrial yarns	23.42	0.25
British Insulated Callenders Cables Ltd.	Enamel covered wire, strip and textile covered wire and strip	11.60	0.53
British Leyland UK Ltd.	Cars, trucks, buses, special products and parts	12.56	1.88
Clarkson International Tools Ltd.	Milling cutter	3.50	0.01
	Tap and die	5.50	0.15
Co-operative Wholesale Soc. Ltd.	Sterilised cream	13.92	5.31
	Cream and cream desserts	9.24	3.18
	Yogurt	18.84	8.20
	Evaporated milk	13.60	9.53
	Miscellaneous puddings	9.23	1.64
Courtaulds Ltd.	'Teklan' modacrylic fibres	28.08	4.39
Express Dairy Foods Ltd.	Fresh cream and fresh cream dessert	24.89	0.45
	Yogurt, cottage cheese and soft cheese	20.873	3.341
	Spray dried full cream milk powder	26.820	3.207
	Full cream condensed milk	32.415	4.253
	Skim milk concentrates	28.479	8.611
General Motors Ltd.	All products	17.20	10.60
General Motors Scotland Ltd.	Heavy off-highway earth-moving equipment and spares	10.10	3.92
The Glacier Metal Co. Ltd.	Bearings and related products	4.70	0.50
The Goodyear Tyre and Rubber Co. (GB) Ltd.	Wire hose	8.90	0.10
	Industrial textile hose (replacement)	15.10	0.01
	Industrial textile hose (OE)	16.90	0.10
	Curved textile hose (OE)	12.70	0.10
	ECV belts (dealer)	10.40	0.10
	ECV belts (OE)	12.40	0.02
	Fan belts (dealer)	11.20	0.10
	Vitafilm	11.20	0.03
General Products Division of Goodyear Tyre and Rubber Co. (GB) Ltd.	Waterstops	21.80	0.10
Thomas Haddon & Stokes Ltd.	Non-ferrous pressed nuts	18.21	0.81
	Non-ferrous washers	17.42	0.42
IMI (Kynock) Ltd.	Pressed components and assembled products	3.97	0.06
Johnson Matthey Metals Ltd.	Gold alloy wire	0.54 } ex-	0.07
	Silver sheet	0.92 } clud-	0.14
	Gold sheet	0.60 } ing	0.08
	Miscellaneous gold alloys	0.93 } metal price increases	0.14
Lightning Fasteners Ltd.	Zip fasteners	13.98	0.14
Manbré Sugars Ltd.	Sugar and allied products	7.16	1.15
The Nestle Co. Ltd.	Marmalade for catering trade	9.40	1.18
(Grocery Division)	Vending products containing skim milk	17.56	0.67
	Milk products and desserts	16.70	1.22
Northern Dairies (Holme Moor) Ltd.	Full cream sweetened condensed milk	24.26	0.23
	Machine skimmed sweetened condensed milk	24.65	0.30
Patons & Baldwins Ltd.	All hand knitting yarns	3.10	1.10
Philips Domestic Appliances	Washing machines:		
	Twin tub	11.60	1.00
	Automatic	12.57	1.20
Potterton UK Ltd.	Central heating boilers, electric storage radiators and related equipment	15.43	2.65
Reckitt & Colman Ltd.	Cherry Blossom polishes numbers 2, 3 and 4 and Padawax polish	14.037	0.007
RHM Bakeries Ltd.	Rolls, morning goods, cake, meat goods, savoury goods, catering and take-away products	6.95	0.08
RHM Flour Mills Ltd.	Biscuit and other soft flour	£1.15 per sack	£0.003 per sack
RHM Foods Ltd.	Gravy making products	14.951	0.611
Richmond Park Laundry Co. Ltd.	Contract laundering services	31.97	1.20
Richmond Park Linen Services Ltd.	All services	13.91	1.11
Rist's Wires and Cables Ltd.	Electrical cable and harness assemblies	13.34	2.13
Smedley HP Foods Ltd.	Canned meat pies and pasta products	18.93	1.121
Spillers French Baking Ltd.	Rolls, buns and short life flour confectionery including savouries	9.49	3.22
	Long-life flour confectionery (excluding private label)	7.36	0.72
	Long-life flour confectionery for private label	13.89	13.14
Sterling Metals Ltd.	Iron foundry products	13.87	0.10
Sun Printers Ltd.	Contract printing of periodical magazines	14.90	2.20
Sunshine Holidays (Hayling Island) Ltd.	Holiday camp tariffs	11.09	0.11
TAC (Northern Ireland) Ltd.	Asbestos cement products	10.42	0.70
Thomson Regional Newspapers Ltd.	Cover prices and advertising rates	4.15	0.89
Whitbread & Co. Ltd.	Food and drink in managed houses	2.558	0.454
Category II			
Edgar Allen Engineering Ltd.	Railway trackwork	16.75	0.30
Armco Ltd.	Small diameter steel tubing, manufactured from uncoated strip	14.45	0.31
	Galvanised steel culverts and steel crash barriers	23.98	4.99
Avon Rubber Co. Ltd.	Footwear	31.40	3.23
T. W. Beach & Sons Ltd.	Marmalade	11.87	2.30
	Creamed milk puddings	17.78	1.19
Peter Black (KLY) Ltd.	Vulcanised, cement lasted and injection moulded footwear	11.00	0.25
Carrs Flour Mills Ltd.	Bulk flour	£2.44 per sack	£0.01 per sack
CPC (UK) Ltd.	Jelly crystals	17.55	0.04
General Foods Ltd.	Soluble coffee	82p per case	1p per case
	Catering desserts	8.50	0.32
Glaxo-Farley Foods Division	Baby and invalid foods	18.05	4.87
Haddon-Oldham Ltd.	Mining batteries	7.50	0.33
A. Heald Ltd.	Concentrated skim milk	23.27	0.12
P. C. Henderson Ltd.	Sliding door gear and packed sets	9.00	0.20
	One piece single garage door – 'Merlin'	20.00	0.48
	Slide over and shutter industrial doors	5.43	0.15
ICC Machines Ltd.	Coin counting and paper shredding machines	8.90	3.90
International Harvester Co.	Doncaster crawlers	9.78	0.98
IPD Industrial Ltd.	Soft drinks	13.00	1.00
	Central heating radiators	14.00	3.00
	Storage heaters and contract press work		
Richard Lloyd Ltd.	Milling cutters and blades	8.00	0.68
Longmore Brothers Ltd.	Precision tube, galvanised and enamelled conduit	10.87	1.91
Marshall's (Engineers) Ltd.	Repetition machined parts	13.86	1.87
Northampton Independent Ltd.	Cover price and advertising rates of the *Northampton and County Independent*	31.50	5.50
Pegler-Hattersley Ltd.	Plumbers' brass ware	4.00	0.75
	Industrial non-ferrous valves	2.70	0.45
Pritchard Services Group Ltd.	Building services	4.20	1.40
Ribblesdale Cement Ltd.*	Cement	17.48	1.57
Ruston-Bucyrus Ltd.	Mechanical and hydraulic cranes – excavatory and spares	6.50	0.15
Shellstar Ltd.	Compound NPK fertilisers, ammonia nitrate fertilisers, calcium ammonium nitrate fertilisers and magnesium ammonium nitrate fertilisers	10.54	1.61
Spencer and Halstead Ltd.	Replacement filter media bags	16.84	2.93
Teleflex Morse Division of Rockwell International Ltd.	Mechanical remote control systems	11.00	1.50
Trebor Sharps Ltd.	Confectionery	6.77	0.17
Tunnel Cement Ltd.*	Cement	23.94	1.84
USMC International Ltd.	Machinery used in tableware manufacturing	4.70	1.46
Volex Electrical Products Ltd.	Electrical cables and flexibles	11.65	0.12
Woodhead Components Ltd.	Steel pressings	13.56	0.67
Jonas Woodhead Ltd. Spring and Forging Section	Laminated and coil springs and forgings	11.96	1.13
Worthington Simpson Ltd.	Pumps and compressors	7.32	0.19

* Announced previously

Voluntary agreement on prices of basic household items

Shirley Williams, Secretary of State for Prices and Consumer Protection, said on 12 June in a statement to the House of Commons:

'As the House is aware, I have been concerned since my appointment to take action to reduce the rate of inflation.

'To this end, I have introduced subsidies on certain foodstuffs. The cuts that have been made in retailers' gross margin reference levels (which will in practice mean considerably greater falls in their net profits) is exerting considerable pressure on prices, both of food and other household goods.

Powers under the Prices Bill

'The Prices Bill, which is currently before the House, includes powers which would enable me to regulate the prices of food and other items which are of particular significance in the household budgets of those with low incomes. It will be necessary to use these powers in some areas – in particular setting maximum retail selling prices for subsidised foods. Beyond this obvious purpose, however, I have made it clear that I would prefer not to have to make widespread use of these statutory powers, provided that my objectives could be achieved by voluntary means.

Consultations with representative bodies

'I have explored with the Retail Consortium and other representative bodies the possibility of achieving my objectives by building on such existing trade practices as lower than average margins on frequently purchased items, and special promotions. Without radical change in the conditions under which they trade, retailers with a turnover of £250,000 or above who are required to reduce their gross margin reference level by 10 per cent, will now concentrate that reduction on a list of basic items agreed between us. I am circulating this list in the Official Report. I have also asked them to extend their reduction by concentrating promotional cuts as far as possible on this agreed list, and by further adjusting margins between these basic items and some other goods.

'The Retail Consortium, which represents a substantial majority of the retail trade, has agreed to recommend my proposition to its members. The voluntary groups have also put proposals to me designed to meet my objectives, and I am grateful for their initiative. The special position of the small trader was recognised in the exemption of those with a turnover of less than £250,000 from the 10 per cent cut in the gross margin reference level, and so the scope for making reductions is less. But I have the assurance of bodies representing them that they will ask their members to make reductions on this list though they will not be able to include them all.

'It is only fair to add that it has been represented to me very strongly that the 10 per cent cut, coupled with increasing costs, is biting very deeply into the net margins of retailers, to the extent that in some cases their net margins are already 25 per cent below the reference level. This was the safety net for net margins which I had agreed with the Retail Consortium and which retailers are entitled to take into account in their response to the scheme. Nevertheless, it is agreed that the scheme should run until the end of March 1975 (which is the currency of the powers in Clause 2 of the Prices Bill), subject to earlier review if special circumstances arise.

Tribute to the retail trade

'I would like to pay tribute to the retail trade for their co-operation at a particularly difficult time. It does mean the sacrifice of some flexibility in their operations, and they understandably feel this to be commercially disadvantageous. Their response to my initiative is thus a measure of their concern to play a part in the battle against inflation. I have informed the retail trade that, as long as this agreement is working satisfactorily, it will not be my intention to operate the powers of Clause 2 of the Prices Bill, except in relation to subsidised foodstuffs, since the objectives of this clause will have been met by the agreement instead.

'Food manufacturers have indicated their general support for this scheme. In the case of many manufactured foodstuffs, it is the manufacturers who largely determine the level and extent of promotional activity and they have undertaken, as far as possible, to concentrate this on basic items in the household budget. I am circulating this promotional list also in the Official Report. I appreciate their co-operation.

A low budget shopping basket

'I believe this voluntary agreement will make a low budget shopping basket of basic goods more widely available. This should help in particular pensioners and other low-income families for whom inflation is an especially severe scourge.'

ITEMS RETAILERS WILL HAVE ON CONTINUOUS OFFER

Bread	Standard 14 oz. and 28 oz. white and brown wrapped
Cheese	A low priced hard cheese
Butter	Blended or other low priced butter
Baby milk	Powdered
Flour	White self-raising and plain, all brands
Apples, Bananas, Oranges	One line
Potatoes (maincrop)	*or* One basic vegetable
Beef	One cut
Lamb (one cut)	*or* One weight range of chicken (up to 4 lbs.) *or* chicken portions
Biscuits	One line of sweet, lower priced
Electric bulbs	One standard line
Matches	One line
Toilet soap	One line
Toothpaste and denture powder	Popular size, one line

ITEMS ON WHICH MANUFACTURERS WILL CONCENTRATE THEIR PROMOTIONAL ACTIVITY

Sausages (standard lines)
Cooking oil, cooking fat and lard
Margarine
Tea (cheaper lines)
Breakfast cereals (standard lines)
Fish fingers
Frozen vegetables
Instant coffee
Baby/infant foods (packets, tins and jars)
Baked beans
Soups (canned)

Shirley Williams and Alan Williams (left), Secretary of State and Minister of State respectively in the Department of Prices and Consumer Protection, with Dr. Y. Jaffe (right), Consumer Commissioner for the Department of Prices and Consumer Protection in Israel's Department of Industry and Commerce, and Mr. Zvi Kedar, Minister Plenipotentiary at the Israeli Embassy.

Lord Orr-Ewing (left), Chairman of the Metrication Board, accepting from Mr. S. M. Gossage, Chairman of the Canadian Metric Commission, a copy of the Commission's new film on metrication, 'The Decision'. The film is intended for management and shows that metric conversion is a fact of life in Canadian industry and in the field of education.

Pay Board advice on threshold arrangements

A guidance note about threshold arrangements under the Pay Code is available from the Pay Board.

The main points in the note are:

1 Arrangements covering the first payment of the cost of living safeguard – triggered by the increase in the Retail Price Index announced on 24 May – may still be made. They must be backdated to the first full pay period after 24 May.

2 Arrangements covering subsequent threshold payments must be made before the relevant Retail Price Index figure is published. For example, arrangements cannot be made on or after 22 June covering the index figure which is to be published on 21 June.

3 One or more arrangements may be made covering any period ending before 16 November 1974. These arrangements need not be consecutive. They may not provide for increases of more than 40p per week for every 'subsequent full 1 per cent rise' in the Retail Price Index.

Copies of the Board's guidance note are available from the Pay Board, Neville House, Page Street, London SW1P 4LS (tel. 01-222 8020) or any of its regional units.

Frozen food supply to be investigated

Frozen foods have been referred to the Monopolies and Mergers Commission, Alan Williams, Minister of State for Prices and Consumer Protection, said in Parliament on 11 June.

Replying to a question from Mr. Ted Graham (Edmonton and Enfield) Mr. Williams said:

'My Rt. Hon. Friend has today asked the Monopolies and Mergers Commission to investigate and report on the supply in the United Kingdom of frozen foodstuffs.'

A copy of the formal reference is published below. Any person or organisation wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT.

The previous Government announced last year their intention to refer frozen foods and flour and bread to the Monopolies and Mergers Commission. Flour and bread were referred on 1 October 1973. The present Government have decided, after careful consideration, that the reference of frozen foods should be made.

This is the first monopoly reference to be made under the Fair Trading Act 1973, which lays down that a monopoly situation exists, among other conditions, where at least one-quarter of particular kinds of goods or services are supplied by one company or two or more companies belonging to a group.

The decision to make a reference to the Commission does not in any way prejudge the question whether the monopoly conditions or practices operate against the public interest. It is for the Commission to consider where the public interest lies, in the light of a thorough investigation into the facts.

FAIR TRADING ACT 1973
REFERENCE TO THE MONOPOLIES AND MERGERS COMMISSION: FROZEN FOODS

The Secretary of State pursuant to Section 51(1) of the Fair Trading Act 1973 hereby refers to the Monopolies and Mergers Commission the matter of the existence or possible existence of a monopoly situation in the supply in the United Kingdom of frozen foodstuffs for human consumption.

The Monopolies and Mergers Commission shall upon this reference investigate and report on the questions whether a monopoly situation exists, and, if so:

a by virtue of which provisions of Sections 6 to 8 of that Act that monopoly situation is to be taken to exist;

b in favour of what person or persons that monopoly situation exists;

c whether any steps (by way of uncompetitive practices or otherwise) are being taken by that person or those persons for the purpose of exploiting or maintaining the monopoly situation and, if so, by what uncompetitive practices or in what other way; and

d whether any action or omission on the part of that person or those persons is attributable to the existence of the monopoly situation and, if so, what action or omission and in what way it is so attributable; and

e whether any facts found by the Commission in pursuance of those investigations operate, or may be expected to operate, against the public interest.

In this reference:

'frozen foodstuffs' means pre-packed foodstuffs preserved by freezing other than:

i whole animals or birds (whether prepared for cooking or not);

ii uncooked butchers' meat;

iii ice cream and water ices;

'butchers' meat' means any part of an animal of any of the following descriptions, namely, cattle, sheep and swine but does not include chopped or minced meat or products containing such meat or meat which has been dipped or stuffed or similarly prepared for cooking;

'prepacked' means made up in advance in a container ready for retail sale in a frozen condition in that container or made up in advance in a container for retail sale loose in a frozen condition; and

'retail sale' includes sale to persons purchasing in the course of a catering business.

The Commission shall report on this reference within a period of two years from the date hereof.

C. E. Coffin, Under Secretary Department of Prices and Consumer Protection. Dated this 11th day of June 1974.

Alan Williams announces PPS

Alan Williams, Minister of State for Prices and Consumer Protection, has appointed Ted Graham (Edmonton) as his Parliamentary Private Secretary.

Interest on unpaid tax

The Treasury made an Order on 10 June increasing to 9 per cent per annum the rate of interest payable on overdue tax. The new rate of interest applies to taxes on income and capital gains, including corporation tax and advance corporation tax, and to tax charged by an assessment made for the purpose of making good to the Crown a loss of tax wholly or partly attributable to the fraud, wilful default or neglect of any person. The increase applies from 1 July 1974 whether or not interest runs from before that date. Interest on overdue tax is not allowed as a deduction in computing income, profits or losses for tax purposes.

The Order was made under powers conferred on the Treasury by Section 40(2) Finance Act 1967 and by Section 89(2) Taxes Management Act 1970.

Hallmarking exemption extended

The present limit below which small silver articles are exempt from hallmarking is to be extended for a further period, Shirley Williams, Secretary of State for Prices and Consumer Protection, announced in the House of Commons on 14 June.

Mr. David Watkins (Consett) asked the Secretary of State if she would make an order to keep the present limit below which small silver articles are exempt from hallmarking for a further period beyond 1 January 1975, in view of the risk that the additional work otherwise caused might exceed the assay offices' capacity.

Answering the question, Mr. Alan Williams, Minister of State for Prices and Consumer Protection, said:

'My Rt. Hon. Friend intends to make such an Order as soon as possible after 1 January 1975, when the relevant provisions of the Hallmarking Act 1973 come into force.'

The Hallmarking Act 1973 exempts from hallmarking silver articles of minimum fineness and weighing less than 7.78 grams, if they are manufactured before 1 January 1975. But it provides for the weight limit for exemption to be reduced to 5 grams from that date. (Silver articles are of minimum fineness if they contain 925 parts of silver per 1,000 parts of alloy).

In the absence of an announcement about the Secretary of State's intentions, it is likely that manufacturers would voluntarily submit for hallmarking silver articles of between 5 and 7.78 grams manufactured between now and the end of 1974, in order to avoid the difficulties that would arise for retailers and their customers next year if two sets of such articles were then on sale, one hallmarked and the other not. The result would be to place a heavy burden of additional work on the assay offices before they have increased their capacity to deal with it.

The British Hallmarking Council has recommended that the existing weight limit of 7.78 grams for exemption from hallmarking should be retained for the time being.

As an Order cannot normally be brought into operation before it is laid before Parliament, and laying cannot take place on 1 January (a Bank Holiday), the Secretary of State intends to make and lay the Order on 2 January, to come into operation on 3 January. This will mean that on 1 and 2 January 1975 it will be an offence to apply to an unhallmarked silver article of minimum fineness which is manufactured on one of these days and weighs 5 grams or more a description indicating that it is wholly or partly made of silver, or to supply such an article to which such a description is applied. The present exemption limit of 7.78 grams will again apply from 3 January 1975.

New deputy chairman of Export Guarantees Advisory Council

Mr. D. G. Scholey has been appointed deputy chairman of the Export Guarantees Advisory Council following the death of the previous Deputy Chairman Sir Leslie Robinson, KBE, CB.

Mr. Scholey has been a member of the Advisory Council since 1970. He is vice-chairman of S. G. Warburg & Co. Ltd., and a director of Mercury Securities Ltd., Orion Insurance & Co. Ltd., and Matthews Wrightson Holdings Ltd.

The members of the Advisory Council, of whom the chairman is Mr. M. T. Wilson MBE (Vice-Chairman of Lloyds Bank Ltd.), advise the Department on the business that it undertakes. The members are appointed on the recommendation of the Secretary for Trade.

Manston Search and Rescue helicopter service

Mr. Peter Rees MP and Mr. Jonathan Aitken MP saw Mr. Clinton Davis, Parliamentary Under-Secretary of State in the Department of Trade on 14 June. They made representations regarding the decision not to renew the contract at the end of September with Bristow Helicopters Ltd. for an air/sea rescue helicopter service at Manston. They also sought clarification of the new arrangements concerning the maintenance, continuity, cost and staffing of the service.

Mr. Clinton Davis paid tribute to the quality of the service provided by Bristow Helicopters Ltd. He explained that the RAF were returning to Manston for military reasons, that Service helicopters were now available for the work and that in the circumstances there could be no justification for a civil unit to operate there also.

The following points were made in the discussion:

The RAF unit is being established at Manston for search and rescue work only, and like the present service, it will be available from dawn until dusk. It will comprise two Wessex helicopters compared with one Whirlwind and one on stand-by at Redhill at present.

The Ministry of Defence have given an assurance, that in view of the importance of this area from a search and rescue point of view, the detachment at Manston will be regarded as a high priority unit. In the unlikely event of the unit having to be redeployed elsewhere for urgent military reasons, sufficient notice will be given to enable satisfactory, alternative arrangements to be made by the Department of Trace.

The Wessex is twin-engined and there is no need for it to be accompanied by another aircraft. In terms of transit speed, range and endurance, the Wessex offers substantial advantages over the single-engined Whirlwind; in particular, its lifting capacity is more than twice as great. There is no significant difference in the time required for the two aircraft to become airborne. The improved performance of the Wessex provides greater flexibility which is especially important in a congested shipping area such as the Dover Strait and the southern North Sea.

Direct comparison of costs between a Service and a commercial organisation is extremely difficult but, bearing in mind that the RAF is deploying existing resources and using facilities which already have to be provided for the remainder of its Wessex fleet, the direct operating costs of the two detachments are broadly similar. No significant capital cost at Manston is contemplated.

The Ministry of Defence have confirmed that the present liaison arrangements at Manston with the Coastguard Service will be maintained. The two departments are already in consultation to ensure effective radio communications.

Taking these factors into account, the Department of Trade is satisfied that the quality of the service at present provided by Bristows will be fully maintained and, given the better performance of the Wessex, should be enhanced.

Mr. Aitken and Mr. Rees thanked the Parliamentary Under-Secretary of State for his explanations.

International moves to increase airline liability

Legal experts from eight European Governments have agreed to endorse a Civil Aviation Authority proposal that carriers should enter into special contracts with their passengers for a higher limit of liability for death or injury in the course of international carriage by air. The new limit envisaged is £25,000, as opposed to about £8,700 which is at present the limit under the Warsaw Convention as amended. The new limit is in line with what British Airways (in respect of all their services) and British Caledonian Airways (in respect of their scheduled services) have already accepted in response to an invitation from Lord Boyd-Carpenter, Chairman of the Civil Aviation Authority.

At an informal meeting under the auspices of the CAA, legal experts from Governmental authorities in Belgium, Denmark, France, Federal Republic of Germany, Netherlands, Norway, Sweden, Switzerland and the United Kingdom agreed that the limit of liability under the Warsaw Convention as amended at The Hague (about £8,700) is unacceptably low. They therefore agreed subject to confirmation that until the Guatemala City Protocol (which provides for a limit of about £40,000) comes into force, Governments should get the carriers of their nationality to enter into special contracts with their passengers for an increased limit of £25,000. They recommend that this new limit should be put into effect by 1 December 1974 or earlier if desired.

These arrangements will be subject to confirmation at an informal meeting in October 1974. It is proposed to consult other Governments with a view to encouraging them to take similar action.

Public inquiry into collision at sea

The Department of Trade has ordered a public Formal Investigation into the circumstances surrounding the collision of mv *British Fern* and mv *Teriot* on 24 December 1973.

The hearing will be held in London, and a further announcement will give the venue and time of the opening of the hearing.

Parliament

Monday, 3 June

Concorde

Mr. Arthur Palmer (Bristol, North-East) asked when further information was expected about British Airways estimates of the effect on their profitability of operating Concorde.

Mr. Shore replied: 'In accordance with the Government's policy of encouraging informed public discussion of the future of the Concorde project, British Airways have, at my request, prepared an appraisal which provides a full explanation of the basis for their estimates. I decided to make copies of this British Airways' appraisal available to Parliament as soon as possible, without waiting for the end of the Recess. Copies were accordingly placed in the Library and the Vote Office on Friday, 31 May, and were made available to the press on the same day.'

Domestic steel production

The Secretary of State for Industry was asked by Mr. Eldon Griffiths (Bury St. Edmunds) by what approximate proportion he estimated domestic steel production to increase or decrease in the third and fourth quarters of this year.

'I expect domestic steel production in the second half of this year to be significantly higher than in the first half,' answered Mr. Benn.

Tuesday, 4 June

Rolls-Royce (1971) Ltd.

Dr. Maurice Miller (East Kilbride) wanted to know under what arrangements the Secretary of State for Industry deals with Rolls-Royce (1971) Ltd., and details of any existing understanding.

Mr. Benn answered: 'I am circulating in the Official Report the hitherto unpublished text of the memorandum between the then Government and Rolls-Royce (1971) Ltd. which established their relationship. As the House knows we are pledged in the manifesto to socialise nationalised industries – in consultation with the unions we shall take steps to make the management of these industries more responsible to the workers in the industry and more responsive to their consumers' needs.'

ROLLS ROYCE (1971) LTD.

1. The purpose of this note is to place on record for the benefit of both parties the principles governing certain aspects of the relationship between the company and the Government.

2. The Government's objective in establishing Rolls-Royce (1971) Ltd. was to secure the continuance of those activities of the aero-engine marine and industrial gas turbine divisions of Rolls-Royce Ltd. that are important to national defence, to collaborative programmes with other countries, and to many air forces, civil airlines and private aircraft operators all over the world.

3. It is the wish of both parties that the Board of the company should as far as possible operate as though it were the Board of a privately-owned company established under the Companies' Acts; and it is not the Government's intention, as sole shareholder, to concern itself with the day-to-day running of the company or to diminish in any way the responsibility of the Board for the conduct of the company's affairs. The Government will expect the company to act commercially and to earn a commercial return on its capital employed.

4. As is customary, the company's Memorandom and Articles of Association are widely drawn. The agreement of the Government, as sole shareholder, should be sought before any decision is taken to extend the company's activities into areas different from those in which it is currently engaged or to dispose of any significant part of the company's undertaking. The Secretary of State should also be consulted before the Board appoints a chairman, and before it appoints a managing director or other executive directors and before it fixes their remuneration. Similar consultation should take place before additional directors are appointed or a casual vacancy is filled.

5. In its operations the company will be expected to pay regard in the normal course to declared Government policy. Against this background, it will be for the Board to decide its policy on the size and deployment of its labour force, informing the appropriate Government Department in advance if it is considering making any substantial changes. Similarly, responsibility for negotiating pay settlements taking account of the national interest will rest with the Board, the Government being informed at an early stage of the Board's intentions in any significant pay settlements.

6. In its dealings with the Company the Government will have three quite distinct roles – sole shareholder, banker, and principal customer; the last of these will include the provision of funds for the development and production of military engines as well as launching aid in some form or other for certain major civil projects. In order that the Company may frame its forward programme on a stable basis it will be in the interests of the Company and of the Government that there should be consultation about what the programme should be and how it should be financed. A concomitant of this consultation will be the provision of such financial and other information as may be necessary to enable the Government to discharge its responsibilities in the three roles described above. The details of this arrangement will be settled in discussion between the Company and the Government.

7. The arrangements described in the preceding paragraphs will continue to govern the relationships between the Company and the Government as long as the Government is the sole shareholder. They would be subject to review in the event of a significant element of private equity being introduced into the company; and the Government will be prepared to consider earlier modification in the light of experience. The chairman will at all times have access to the responsible Minister to discuss any matters he or the Board wishes to raise with the Government.

Monday, 10 June

Rolls-Royce (1971) Ltd.

Mr. Frank Hooley (Sheffield, Heeley) asked if the Secretary of State for Industry would examine the consequences for Rolls-Royce (1971) Ltd. with respect to the TriStar contract of the take-over of a 45 per cent share of Lockheed by another US company.

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

'I am continuing to keep in close touch with the various interests involved in the USA and of course with Rolls-Royce (1971) Ltd.,' answered Mr. Benn. 'The conditional agreement announced on 3 June 1974 by the Lockheed and Textron Boards is intended to ensure the longer term finances of Lockheed and hence the TriStar with Rolls-Royce RB211 engines.'

Industry Act

A statement on the workings of the Industry Act was asked for by Mr. Tom Normanton (Cheadle) with particular reference to the categories of industrial activities qualifying for grants. Mr. Normanton also asked about difficulties experienced by the Department of Industry in drawing the line between a manufacturing operation and a service operation.

Mr. Heffer replied that the Annual Report on the working of the Industry Act for the year 1973/74 would be published in about three months' time. Several different kinds of grant are payable under the Act.

Mr. Heffer went on: 'For regional development grants the Act differentiates between broad classes of manufacturing and service activities by reference to the Standard Industrial Classification. Service industry projects which provide at least 10 jobs may be considered for selective assistance under Part II of the Act, which may take the form of grants, if there is a genuine choice of location between the assisted areas and elsewhere. For this purpose, service industries are, in general, determined by reference to the Standard Industrial Classification.'

Beaverbrook Newspapers

Mr. Bruce-Gardyne (South Angus) asked for a statement about the outcome of discussions regarding the possibility of financial support from public funds for the projected newspaper planned by former employees of Beaverbrook Newspapers in Glasgow.

Mr. Heffer replied that the Employees Enterprise applied on 4 June for assistance under Section 7 of the Industry Act towards a new newspaper. This was being considered.

Triumph Motor Cycles

Mr. Bruce-Gardyne asked for a statement about the outcome of discussions regarding the possibility of further public investment in Triumph Motor Cycles.

Mr. Heffer answered: 'The Government is prepared in principle to consider assisting with the formation of a Co-operative at Meriden, but a number of important questions remain outstanding and the Government cannot enter into any commitment until these questions have been resolved and further information has been provided and evaluated. We shall therefore be having further discussions.'

Renegotiation of EEC membership

Mr. S. James A. Hill (Southampton, Test) asked: 'What consultations with British industry already established in the Community are taking place during the renegotiation talks on EEC matters?'

'There have been discussions with various bodies,' answered Mr. Heffer, 'including trade unions and the CBI, representative of a wide cross-section of British industry including companies who have established manufacturing and trading bases in other EEC countries. Further discussions can be expected as the renegotiation proceeds.'

Mr. Hill also inquired about consultations on a regional basis in Ulster, Scotland, Wales, the North-West and the North-East, respectively, to assess the impact on industrial investment if Great Britain withdraws from the EEC.

Mr. Heffer replied that no such consultations had taken place on a region-by-region basis; but views had been received from various quarters, including potential investors in the regions.

Mr. Hugh Dykes (Harrow, East) asked if consultations had taken place between the Government and representatives of the shipbuilding industry, the automobile industry and the British Steel Corporation, in connection with the renegotiation of our membership of the European Community.

Mr. Meacher said: 'The Government keeps in close touch with representatives of these industries on all matters of mutual concern including European questions. As regards the broad question of renegotiation of the terms of entry into the EEC, the Government's intentions were set out in the statements made by my Rt. Hon. Friend the Secretary of State for Foreign and Commonwealth Affairs on 1 April and 4 June.'

The Post Office

A question was asked by Mr. Bruce-Gardyne on discussions with the Post Office regarding its investment programme in the current financial year; the latest estimate of economies to be achieved as a result of the public expenditure restraint programme announced in December 1973; how this compares with the original estimate; and the reasons for any changes.

'Discussions with the Post Office about the level of investment in this financial year are nearing completion,' answered Mr. MacKenzie.

Mr. Bruce-Gardyne also wanted to know the estimated cost to public funds of price subsidies to the Post Office, at an annual rate, following the increase in postal tariffs.

Mr. MacKenzie answered: 'The aim of the increase in postal tariffs is to hold the loss of the postal business, as far as practicable under the deficit containment provisions of the Price and Pay Code, to the level that obtained in 1972-73. The actual out-turn which will be taken into consideration in assessing compensation under the Statutory Corporations (Financial Provisions) Act 1974, will depend on the movement of costs and other factors during the rest of this year.'

Dr. Michael Winstanley (Hazel Grove) asked if the Secretary of State for Industry would 'exercise the power vested in him under Section 11(4) of the Post Office Act 1969, and transferred to him under Clause 2 of the Ministry of Posts and Telecommunications Dissolution Order 1974, and instruct the Post Office to review the current charge of £1,000 per mile per annum made for the rent of microwave links for closed circuit television.'

'No,' said Mr. MacKenzie. 'My power under Section 11(4) of the Post Office Act 1969 is exercisable only if it appears to me that the Post Office is showing undue preference or undue discrimination.'

Company legislation

A statement about the reform of company legislation was asked for by Mr. Piers Dixon (Truro).

Mr. Shore said: 'My Department is currently undertaking a wide-ranging review of companies legislation and of the machinery for enforcing it, and will take account of recent studies including the proposals in the Report on the Reform of Company Law published by the Labour Party.

'This review will extend to the arrangements for supervision of the securities market, about which there have already been consultations with the Bank of England, and also to my own Department's policies and powers on enforcement; it will be undertaken on a wide scale in consultation with interested outside bodies, and will be published.'

Mr. Cant (Stoke-on-Trent, Central) asked about the legislation to define more strictly the conditions under which the name 'bank' is granted.

Mr. Clinton Davis answered: 'The inclusion of "bank" in a corporate or business name is strictly controlled through the provisions of the Companies and Business Names Acts and the procedures are kept under constan review.'

Exports to Australia

Mr. Michael Shersby (Hillingdon, Uxbridge) asked for an examination of ways of speeding up the deliveries of British exports to Australia.

Mr. Clinton Davis replied: 'I am aware that in recent months there have been delays in shipments of goods to Australia. This is a problem that can only be solved by the commercial interests involved. They are already in close touch with each other but my Department has had discussions with the UK/Australia Conference and the lines concerned to ensure that everything possible is done to resolve the present difficulties.'

Trade with Chile

Mr. Neubert (Havering, Romford) inquired about recent steps taken by the Department of Trade to encourage trade between Great Britain and Chile.

'Apart from military supplies which are embargoed the normal range of services to exporters is available in respect of trade with Chile,' answered Mr. Shore.

Trade with Syria

Mr. R. C. Mitchell (Southampton, Itchen) asked what steps were being taken to promote trade between Great Britain and Syria.

Mr. Deakins answered: 'The full range of Government export services are available to British firms wishing to trade with Syria. The reopening of the British Embassy in Damascus will enable a better service of advice and information to be provided to exporters.'

Italian import deposit scheme

Mr. Michael Latham (Melton) asked for general advice from the Department of Trade about difficulties caused by the Italian import surcharge.

'Details of the import deposit scheme were sent to subscribers of the Export Intelligence Service on 7 May and were also published in *Trade and Industry* on 9 and 23 May,' replied Mr. Deakins. 'General advice was likewise published on 6 June. My Department has also given advice to individual firms in the light of their particular problems.'

Mr. Kenneth Clarke (Rushcliffe) asked what Government representations had been made to the Government of Italy about its new import deposit scheme.

Mr. Shore said: 'These measures have been discussed at meetings of the EEC, OECD, and elsewhere, where the views of the UK Government have been put.'

Parliament continued

Insurance Companies Act

'Is the Secretary of State for Trade satisfied with the operation of the Insurance Companies Act 1973?' asked Mr. McCrindle (Brentwood and Ongar).

Mr. Clinton Davis, answering, said: 'The Act will not be fully operative until a number of detailed Regulations have been made, but good progress is being made in the complex task of preparing them. While in many respects the Act appears to be working satisfactorily, it is premature to come to a conclusive judgement.'

Anglo-German Film Co-Production Treaty

Mrs. Dunwoody (Crewe) asked when the Anglo-German Film Co-Production Treaty would be signed.

'The draft of the proposed British/German Films Co-Production Agreement is now with the German authorities,' said Mr. Deakins. 'No date has yet been fixed for its signature.'

UK trading position

Mr. Ray Carter (Birmingham, Northfield) asked for a statement on Great Britain's current trading position.

Mr. Shore answered that the figures up to April showed that the worsening caused by increases in the price of oil had been partly offset by improvement in the balance of trade in other goods.

Export financing

Mr. John Stanley (Tonbridge and Malling) asked if Mr. Shore was satisfied with the financing assistance available to the purchasers of British exports.

'Yes Sir,' said Mr. Shore. 'The financial facilities available for British exports are at once extensive and broadly competitive.'

Trade with EEC

Mr. Neil Marten (Banbury) asked for a statement about British trade with the EEC.

Mr. Shore said: 'In January to April 1974, on a seasonally adjusted basis, exports to the other members of the EEC were £1,681 million fob and imports from them £2,310 million cif.'

Mr. Marten (Banbury) also asked what percentage of British exports was taken by the other eight countries now forming the Common Market in each of the years between 1966 and 1974.

Mr. Deakins gave the following information:

	Per cent						
	1967	1968	1969	1970	1971	1972	1973
West Germany	5.3	5.7	5.7	6.2	5.8	6.0	6.3
France	4.2	3.9	4.3	4.2	4.3	5.2	5.4
Netherlands	3.9	4.0	4.1	4.7	4.5	4.6	4.8
Belgium	3.5	3.7	3.9	3.6	3.6	4.0	4.9
Luxembourg	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Italy	3.0	2.8	2.9	3.0	2.7	2.9	3.1
Irish Republic	3.8	4.3	4.6	4.7	5.5	4.8	5.0
Denmark, Faroe Islands and Greenland	2.8	2.6	2.7	2.7	2.5	2.5	2.7
Total	26.6	27.0	28.1	29.2	29.0	30.2	32.4

Yaounde Convention

Stating that exports of shoes and other goods to West Africa are restricted by the present level of tariffs on UK goods, Mr. Adam Butler (Bosworth) asked if the Government would consider early action to sign the Yaounde Convention.

Mr. Deakins replied: 'Negotiations are in progress for a new Convention of Association to replace the Yaounde Convention, which expires in January 1975. There is no provision under the Treaty of Accession for the new Member States to become parties to the Yaounde Convention in the meantime.'

Trade with African countries

Information was asked for by Mr. Frank Hooley (Sheffield, Heeley) on the value of imports and exports in the first quarter of 1974 between the UK and South Africa, Nigeria, Ghana, Zambia, Zaire, Uganda, Kenya, and Tanzania, respectively.

Mr. Deakins gave the following figures:

	UK imports £ million cif	UK exports £ million fob
South Africa	98.5	104.6
Nigeria	95.8	43.3
Ghana	16.9	10.7
Zambia	17.9	12.1
Zaire	14.2	5.0
Uganda	4.8	1.6
Kenya	9.6	16.9
Tanzania	11.7	5.8

Mr. Hooley also asked if steps would be taken to differentiate accurately between imports, particularly of raw materials, from Namibia and imports from South Africa.

Mr. Deakins answered: 'As from January 1974 import statistics are being collected according to the country from which goods originated in addition to the usual country of consignment basis; this new information will become available later this year.'

Mr. Neil Kinnock (Bedwellty) wanted to know the proportion of British exports which went to South Africa and of British imports coming from South Africa in the years 1971 to 1974; and, in each year, their value.

Mr. Deakins gave the following information:

	Exports		Imports	
	£ million fob	Percentage of total UK exports	£ million cif	Percentage of total UK imports
1971	395	4.3	241	2.5
1972	308	3.2	292	2.6
1973	374	3.0	400	2.5
1974 January to April *	149	3.0	150	2.1

* Provisional figures.

Trade with China

Mr. Anthony Berry (Enfield, Southgate) asked for the latest figures for trade with China.

'For the four months ended April 1974 exports were provisionally estimated at £22 million fob and imports at £25 million cif,' said Mr. Deakins. 'Our trade with China continues to grow.'

Motor cycle industry

Mr. Tomlinson (Meriden) asked what contribution the motor cycle industry made to our exports in each year since 1970.

'Published figures show that exports for the years 1970 to 1973 were 19, 19, 21 and £22 million fob, respectively,' said Mr. Deakins.

Armaments exports

Mr. Patrick Wall (Haltemprice) wanted to know the total value of armaments exports in the past year; and the major recipients.

Mr. Shore provisionally estimated that the value of defence equipment exports for the financial year 1973/74 amounted to some £400 million. 'It has been the policy of successive Governments not to reveal information on the supply of arms to individual countries,' he added.

Flight time limitations

Mr. Tebbit (Waltham Forest, Chingford) asked when legislation was expected concerning flight time limitations, following upon the report of the Committee of the Civil Aviation Authority published in June 1973.

Mr. Clinton Davis answered: 'The Civil Aviation Authority has conducted wide-ranging discussions about the recommendations of the Bader Committee and has prepared drafts of revised legislation and related requirements. It is circulating these drafts to interested parties for comment, and proposals for changes to the legislation will be submitted to my Rt. Hon. Friend as soon as this process is complete.'

Navigational charts

Mr. Robin F. Cook (Edinburgh, Central) asked if the Secretary of State for Trade was satisfied about the adequacy of navigational charts available to the Merchant Navy for territorial and international waters.

'Yes, Sir,' said Mr. Clinton Davis, 'although all charts have their limitations as is pointed out in *The Mariner's Handbook* issued by the Hydrographer of the Navy. My Department is continuing to keep in close touch with the Ministry of Defence and the Chamber of Shipping on the needs of Merchant Shipping in this respect.'

Cheese subsidy

Mr. Latham asked whether, when preparing her estimate of £30 million for expenditure on cheese subsidy in 1974-75, the Secretary of State for Prices and Consumer Protection allowed for any increase in consumption of subsidised cheeses, and proportionate reduction of non-subsidised varieties; and to what extent.

Mr. Maclennan answered: 'The cheeses which are not eligible for subsidy do not compete directly with subsidised varieties. In estimating the cost of the cheese subsidy therefore, it was assumed that the relative levels of consumption would remain unchanged. There is likely to be a continuation of the upward trend of cheese consumption.'

Food subsidies

Mr. W. W. Hamilton (Central Fife) inquired about the total sum to date committed to food subsidies; and its effect on the cost of living.

Mr. Maclennan answered that the amount committed to the existing subsidies on milk, butter, bread and cheese in 1974/75 was £380 million. The estimated effect of these subsidies was about 4¼ per cent on the Food Index, and just over 1 per cent on the Retail Prices Index as a whole.

Tuesday, 11 June

Post Office pay

Mr. Terry Walker (Kingswood) asked for a statement on HMG's policy towards the proposed talks on pay between the Post Office and the Post Office unions.

Mr. Benn replied: 'I advised the Post Office and the unions on 4 June that we can now agree that negotiations should proceed between them to reach an agreement on pay increases effective as from the end of statutory pay controls, to restore the relative position of the lower-paid staff. The Post Office is also to propose any increases on tariffs needed to meet the financial consequences of the pay agreement.'

Frozen foods

Mr. Ted Graham (Enfield, Edmonton) asked when the supply of frozen foods would be referred to the Monopolies and Mergers Commission.

'My Rt. Hon. Friend has today asked the Monopolies and Mergers Commission to investigate and report on the supply in the United Kingdom of frozen foodstuffs,' said Mr. Williams. (*See also page 582.*)

Wednesday, 12 June

British Tourist Authority

Mr. Peter Blaker (Blackpool, South) asked what was the amount of the grant to the British Tourist Authority for each of the last three years; and what was the grant for the current financial year.

Mr. Deakins gave the following figures:

1971/72	£3,550,000
1972/73	£4,500,000*
1973/74	£5,600,000*
1974/75	£5,225,000

* Includes a special provision of £350,000 in 1972/73 and £980,000 in 1973/74.

Maplin project

Mr. Roger Moate (Faversham) asked for a statement on the progress of the Secretary of State for Trade's reassessment of the Maplin project.

'The reappraisal of the Maplin project is proceeding satisfactorily,' answered Mr. Clinton Davis. 'As my. Rt. Hon. Friend said in his announcement on 21 March, he intends making a further statement before the Summer Recess.'

Concorde

Would proper notice be given to the people of Argyll in respect of flights by the Concorde, asked Mr. Iain MacCormick (Argyll).

Mr. Benn answered: 'The British Aircraft Corporation give advance warning of Concorde test flights on the West Coast route to local broadcasting stations and certain other bodies.'

Mr. John Biffen (Oswestry) inquired about what meetings and discussions between the manufacturers of Concorde, representatives of the Government and the Port Authority of New York and New Jersey in order to determine whether Concorde can conform to the maximum noise level restriction of 112 PNdB.

'A series of detailed technical discussions is being held with the Port Authority of New York and New Jersey covering the full range of operating procedures,' said Mr. Benn.

VAT: additional rates

Mr. A. E. P. Duffy (Sheffield, Attercliffe) asked the Chancellor of the Exchequer what was his policy towards the introduction of additional rates of VAT following his consultations with industry.

The Financial Secretary to the Treasury, Dr. John Gilbert, said: 'In the last two months Customs and Excise have, on my Rt. Hon. Friend's authority, opened consultations with representative trade bodies about the procedural changes that would have to be made in the VAT system if additional rates were introduced. They have suggested that it should be assumed, for the purposes of those consultations, that either one or two additional rates might be introduced (making a maximum of four, with the standard rate and the zero rate). No proposals have been made by Customs and Excise as to the particular goods or services which might be affected, and a newspaper report that particular rates had been proposed was incorrect.

'My Rt. Hon. Friend will naturally study the responses of the trade bodies before taking any firm decisions, but he has already, in his Budget Speech, expressed the view that the single positive rate of VAT has substantial disadvantages from the point of view of flexibility.'

Thursday, 13 June

Small firms in EEC

A comparison was asked for by Mr. John Loveridge (Havering, Upminster) of the numbers of smaller businesses in each of the EEC countries based on the most convenient figures.

Mr. MacKenzie gave the following figures, which for purposes of comparison are the most recent and comprehensive available from immediate sources, taken from national censuses conducted between 1965 and 1969. They relate to manufacturers only and show, for certain employment ranges in each EEC Member State, the approximate numbers of establishments and therefore include subsidiaries of larger firms. Mr. MacKenzie said that no reliable figures were available generally for firms employing fewer than 10 people, or for non-manufacturers.

	0-10 employees	11-99 employees	100-499 employees
UK	31,600	37,900	11,000
		10-11 employees	100-499 employees
Italy		32,500	5,500
France		50,000	7,700
West Germany		33,000	9,400
Netherlands		8,500	1,300
Belgium		12,200	1,600
Luxembourg		165	23
Republic of Ireland		1,581	316
Denmark		0-50 employees: 17,900	

Hotel industry

Mr. Jeremy Thorpe (North Devon) asked if further grants to the hotel industry were proposed in order to assist them to raise overall standards.

Mr. Deakins answered: 'The final payments out of assistance tailored particularly to this end and expected to total approximately £60 million will shortly be made under the Hotel Development Incentive Scheme which, under the terms of the Development of Tourism Act 1969, ran to 31 March 1973. However, more limited funds are still available under Section 4 of the Act and applications for assistance from these funds can be considered by the National Tourist Boards on a case by case basis from the hotel industry in Development Areas.'

Holland Martin Report

'What remaining steps in the Holland Martin Report' asked Mr. Gordon Wilson (Dundee, East) 'require to be taken in order to bring provisions for the health, welfare and safety of fishermen into line with those found in industry on land?'

Mr. Clinton Davis replied: 'The most important matters outstanding which concern my Department are safety surveys of fishing vessels on which statutory Rules and new survey arrangements are in an advanced stage of preparation; occupational safety on which the Recommended Code of Safety, published in 1969, will shortly be reviewed; rest periods and crew accommodation, on which discussions are proceeding with the industry; and discipline, including the problem of drink and drugs, on which a working party is being set up representative of both sides of the industry.'

Friday, 14 June

EEC negotiations

A statement about EEC negotiations under GATT Article XXIV:6 was asked for by Mr. Roger Stott (Westhoughton).

Mr. Shore said: 'As I mentioned to the House on 10 June, I am glad to be able to say that agreement under GATT Article XXIV:6 has now been reached between the Community and the USA over the tariff concessions called for as a result of Community enlargement. Negotiations are continuing with other countries.

'As soon as the new tariff rates have been finalised I will have a copy put in the Vote Office and the Library, and details will in due course be published in *Trade and Industry*. Most of the tariff changes will come into effect on 1 January 1975, and the UK transitional tariff will be modified accordingly.

'The UK has played a major part in helping to reach this successful result, which we very much welcome. This will remove an obstacle which was threatening to hold up the start of the substantive GATT multilateral trade negotiations in the Autumn.'

Diabetic sweets

Mr. George Rodgers (Chorley) asked if the Price Commission would look into the increase in the cost of special sweets for diabetic persons.

'The Price Commission is already looking into a number of specific complaints in this field to which I have drawn their attention,' said Mr. Maclennan.

BOTB News

'Unlimited opportunities for British food and drink industry in Japan' says Peter Shore

With 109 million wealthy customers as potential buyers, future prospects in Japan were unlimited for the British food industry, said Peter Shore, Secretary of State for Trade addressing a meeting of the Japan and South East Asia Food and Drink Export Association in London on 12 June. Mr. Shore said that in 1973 food and drink sales accounted for nearly 14 per cent of all British exports to Japan and the UK was among the foremost suppliers of imported prepared foodstuffs. The Minister emphasised the changing nature of the market, saying that 'The rapidly increasing demand for Western foodstuffs comes today from the mass market as well as the luxury market.'

The meeting coincided with the publication of the British Overseas Trade Board's report *The Japanese Market for Imported Food and Drink*. The report states that there is a vast potential for the British food industry in Japan and illustrates this by referring to present food and drink imports of £1,400 million a year, with continuing growth as increased liberalisation makes importing easier.

Dealing with strategies for British food manufacturers entering the Japanese market, the report says there are three basic approaches:

Direct exports: 'The most important route for many companies throughout the next ten years.'

Local manufacture: 'For those companies whose volume sales have increased or are likely to increase above a level that can be handled by exporting.'

Licensed manufacture/know-how sales are appropriate in limited circumstances, including product fields with strict import controls, high tariff barriers, exceptional transport costs or very strong local brands.

On product image, the report emphasises that the key element is product explanation through packaging, and says it is essential to take local advice on packaging design. Referring to pricing, the report states that 'Imports have derived a cachet from their high price in comparison with locally produced goods' and warns manufacturers not to try and restrain wholesalers' or retailers' profit margins – any attempt to do so could result in a total failure for the product concerned.

Advertising food products is as important in Japan as in Britain – with television as the major medium for all mass market products. The report suggests that for any advertising campaign British exporters may find it beneficial to appoint a Japanese agency which is part of a large international group.

The report stresses that for British food manufacturers to achieve a market share of £100 million by 1984, they must be prepared to adopt the same sort of marketing strategies towards Japan as they would in Britain, the United States and major European markets. This effort is justified since consumption of processed foods is growing rapidly and annual volume increases of at least five per cent are expected up to 1984. Further, 'The sales of Western style foods are growing at a much faster rate than the food market as a whole'.

Volume II of the report concentrates on providing detailed market reports on 14 specific areas of the food and drink industry.

Cheese

Powdered milk for home use and condensed milk

Whisky, gin and rum

Baby foods: powdered milk and cereals

Cooked frozen foods

Dog foods

Bakers shortenings

Sauces, mayonnaise and spices

Canned foods

Powdered skim milk for industrial and institutional use

Yeast

Confectionery and biscuits

Black tea

Carbonated soft drinks

The two volume report, totalling over 370 pages, was prepared for the British Overseas Trade Board by J. Walter Thompson Co. Ltd., Tokyo. It is available to British manufacturers, price £10 for the two volumes, from the Department of Trade Central Library, 1 Victoria Street, London SW1H 0ET.

Expanding Japanese market for British computer peripherals equipment

'The Japan computer peripherals industry has been rising sharply and this tendency is expected to continue' states *The Japanese Market for Computer Peripherals*, a report published on 5 June by the British Overseas Trade Board. The report adds: 'We believe, in general, this industry offers a significant market potential for UK manufacturers.'

The report's objectives are threefold. First to discover where specific opportunities exist for British manufacturers of computer peripherals. Second, to provide data which will help British manufacturers decide about participation in a promotion at the British Export Marketing Centre in Tokyo – and to assist companies in formulating a marketing programme. Third, to help leading British manufacturers identify potential buyers and importers in Japan.

A wide range of product groups is covered in the report, including video display units, data collectors, mini computers, magnetic disc drives, key punch and card readers, line and serial printers, magnetic drums, and paper tape perforators.

Other information in the report includes a comparison of imported UK products *vis-à-vis* Japanese and other imported products and a list of potential customers by industry; distribution systems, mark-ups, price trends and credit factors, delivery and warranties, technical requirements and standards, import restrictions, possibilities for joint ventures and licensing agreements, traditional buying policies, and the present use of computers in Japan.

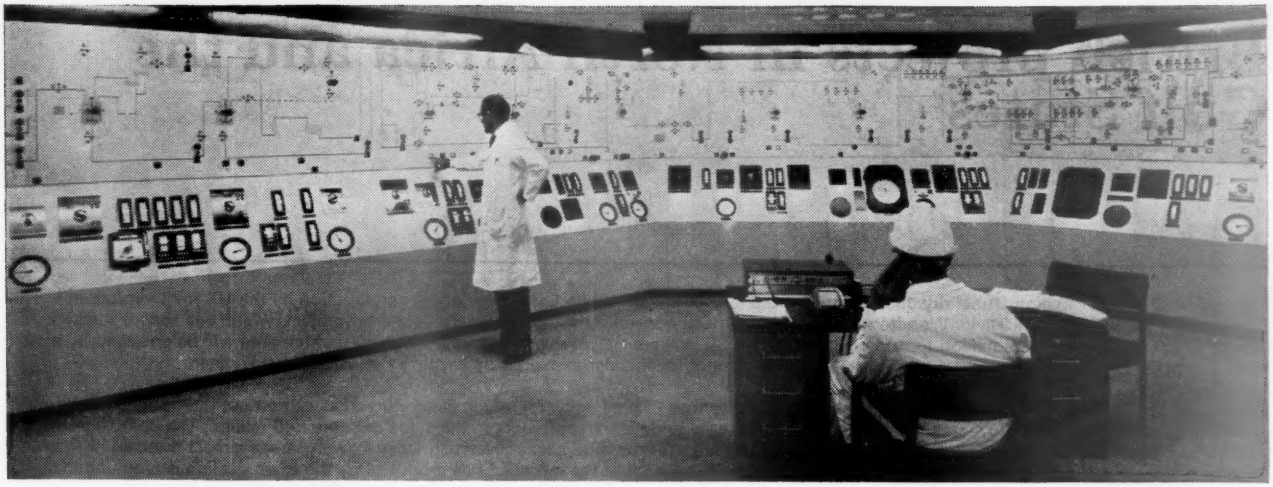
Copies of *The Japanese Market for Computer Peripherals* which was prepared for the British Overseas Trade Board by Price Waterhouse & Co., Japan, are available to British manufacturers, price £5 post free from The Central Library, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Japanese market for UK gas equipment

'Two end-user sectors have been identified as prime potential markets for UK-made gas equipment – the cryogenic equipment and domestic burning equipment markets,' states a report *The Gas Equipment Market in Japan* published on 13 June by the British Overseas Trade Board. The scope for British exports of gas equipment is illustrated by the following figures: in 1973 Japan's imports totalled Y3,900 million and during the three years 1974-76 they are expected to increase by between 20-30 per cent.

Commenting on the market for domestic burning equipment, the report says: 'UK gas equipment manufacturers seeking markets having high growth potential and long-term prospects will find the domestic burning equipment sector the most promising'. By 1975 total consumption of central heating equipment, multipoint water heaters and warm air heaters is expected to reach nearly Y150,000 million.

Domestic consumption of gas equipment in 1973 was about Y600,000 million and during the three years 1974-76 domestic consumption



Control room of the plant which produces the anti-rheumatic drug Brufen, marketed in 70 countries. The drug was the major contributor to Boots' success in doubling exports in three years: total overseas sales are now about £17 million a year, with Japan providing the biggest market. The company's export achievement was recognised this year by the gaining of the Queen's Award to Industry.

is expected to increase at an annual average rate of over 15 per cent.

Referring to the cryogenic equipment sector (which is used primarily in the natural gas liquifying process), the report states that equipment used for liquid natural gas storage, distribution and transportation appears to possess the highest sales potential. Capital investment for plant equipment in this sector is averaging more than Y400,000 million to process four million tons of natural gas a year.

The report recommends that UK gas equipment manufacturers wishing to enter the cryogenic market should approach end-users through UK engineering contractors, petrochemical firms, gas companies – for example the British Gas Corporation, major Japanese engineering contractors engaged in liquid natural gas projects, major Japanese trading firms involved directly with projects, and Japanese utility companies which have launched liquid natural gas projects – such as the Tokyo Gas Co.

The report emphasises that the most effective method of entry into the Japanese market for British manufacturers of industrial and domestic burning equipment would be through participation in either a private or public trade fair at the British Export Marketing Centre in Tokyo.

The report provides detailed statistics and guidance on major project categories, market information for specific products, prospects of sales via Japanese activities in third markets, the structure of Japan's gas supply and consumption, and the present and future capacity of gas companies in Japan. Market factors including the competitive position of UK products, import restrictions, and possibilities for joint ventures and other forms of co-operation including licensing are also covered in the report.

The Gas Equipment Market in Japan was prepared for the British Overseas Trade Board by Peat, Marwick, Mitchell and Co., in Tokyo. The report is available to British manufacturers, price £5 post free from the Central Library, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Birthday Honours for services to export

The following awards were cited 'for services to export' in the Birthday Honours list published on 15 June.

Knights Bachelor

William Peter Bulmer	Managing director, Bulmer and Lumb (Holdings) Ltd.
Eric John Callard	Chairman, Imperial Chemical Industries Ltd.
Emmanuel Kaye	Founder and chairman, Lansing Bagnall Ltd.

CBE

S. L. M. Barlow	Chairman, Federal Electric Holdings Ltd.
C. Drury	Lately group export co-ordinator, George Cohen 600 Group Ltd.
A. H. C. Greenwood	Deputy chairman, British Aircraft Corporation Ltd.
A. A. Houghton	Chairman, Mars Ltd.
R. F. Hunt	Deputy chairman, Dowty Group Ltd.
J. F. Insch	Executive deputy chairman, GKN Ltd.
E. C. Judd	Deputy chairman and joint managing director, United Africa Co. International Ltd.
E. R. Nixon	Managing director, IBM UK Holdings Ltd.
E. G. Smalley	Managing director, Stone Platt Industries Ltd.

OBE

R. V. B. Arnaboldi	Director of engineering, Thorn Consumer Electronics Ltd.
D. J. Matthews	General manager, sales and marketing, Coles Cranes Ltd.
Lt. Commander R. B. Michell, RN (Retd.)	Manager, Naval division, Decca Radar Ltd.
G. T. Pop	Business adviser, Romania
R. N. W. Smyth	Managing director, Falmouth Chandlers Ltd. and Merthen Trust Ltd.
J. Speechley	Deputy managing director, Westland Helicopters Ltd.
B. L. P. Terry	Commercial director, The MEL Equipment Co. Ltd.
G. J. White	Commercial director, Bexford Ltd.

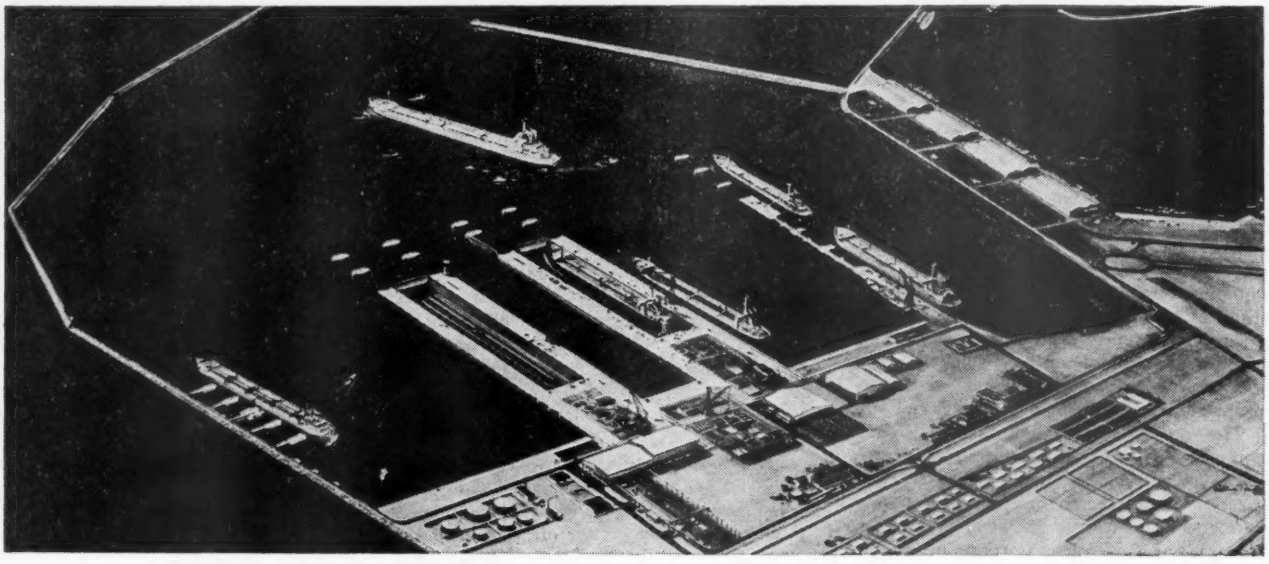
MBE

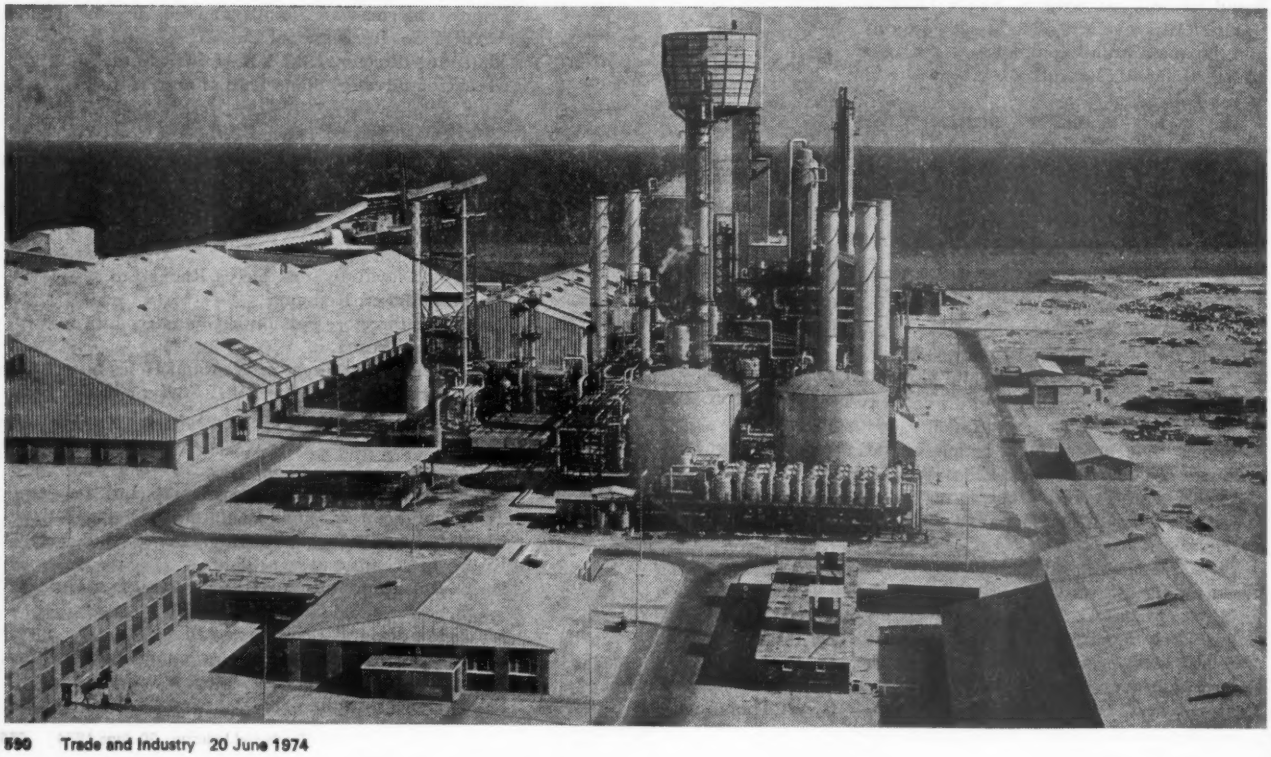
L. J. Arnott	Sales director, Gullick Dobson (Export) Ltd.
D. H. Ashworth	Technical director, Simon Engineering Dudley Ltd.
R. C. Bird	Chairman and managing director, Petbow Ltd.
L. E. de Souza	Export merchant and consultant.
J. E. Hall	Personal assistant to managing director, Pye Unicam Ltd.
L. Jessel	Managing director, Leon Jessel Ltd.
M. Levi	Lately export director, James Drummond and Sons Ltd.
T. P. W. Matthews	Managing director, Charlton Weddle and Co. Ltd.
G. W. Thompson	Sales manager, traffic signals, Plessey Co. Ltd.

British projects in North Africa and the Gulf States

Impression of the £91 million Dubai dry dock complex – the largest in the Middle East – now under construction by the UK joint venture of Costain Civil Engineering and Taylor Woodrow International. British consulting engineers for the four-year project, which will service massive tankers of the future of up to a million tonnes oil capacity, are Sir William Halcrow and Partners. The new harbour area will be enclosed by a three-kilometre curved breakwater (left) and one-kilometre straight breakwater joined to the existing Port Rashid breakwater.

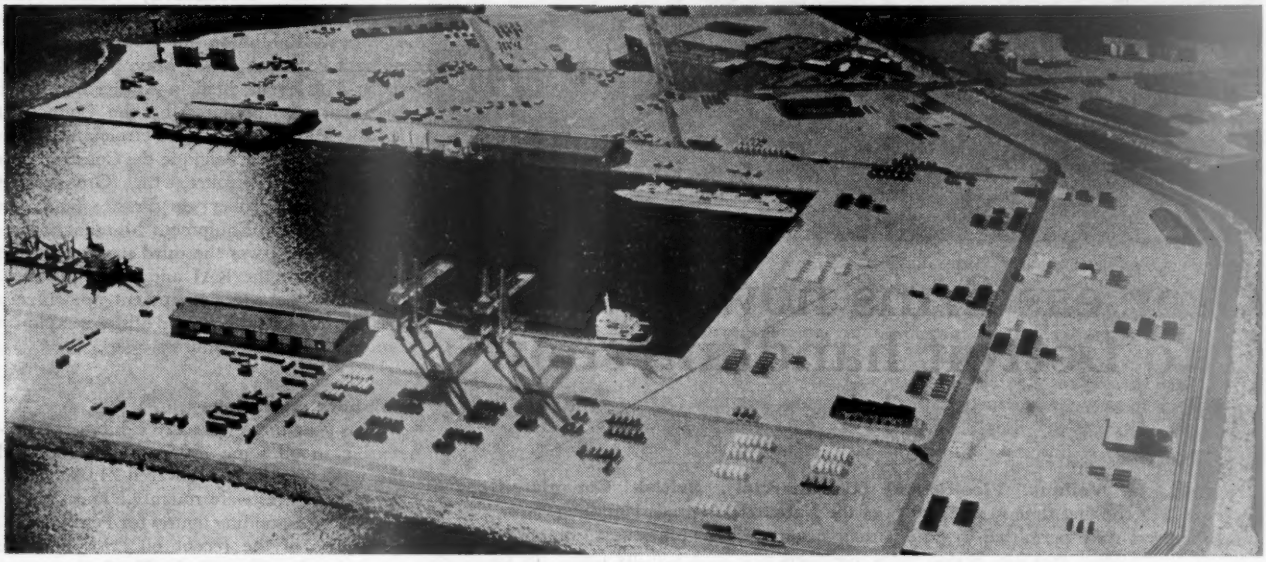
Plant for the production of 900 tonnes of ammonia and 1,000 tonnes of urea daily, for which Davy Powergas carried out the design, engineering and construction. It is located in Qatar, where the company is now undertaking contracts to the value of some £40 million. The company this year gained the Queen's Award to Industry for export achievement – for the third successive year. Davy Powergas has almost doubled its exports in three years. Plants designed by the firm account for 90 per cent of the reformed gas produced by the town gas industry in Japan.

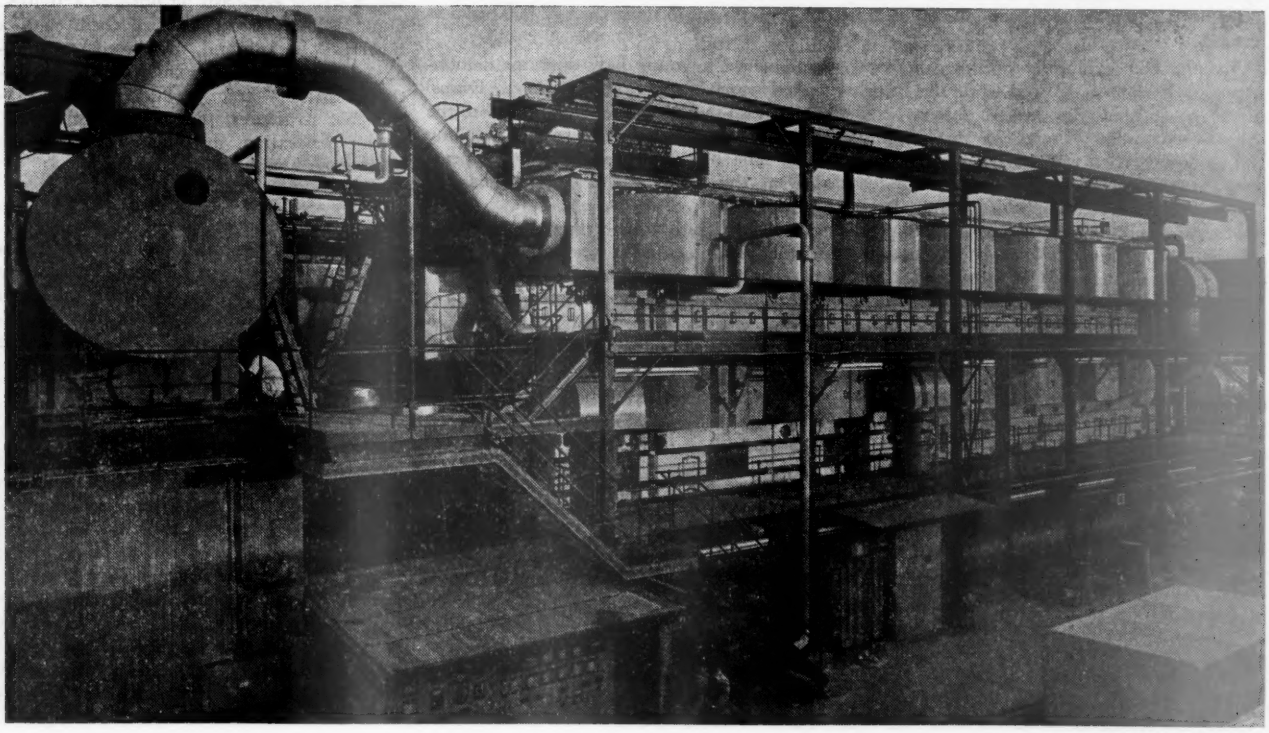




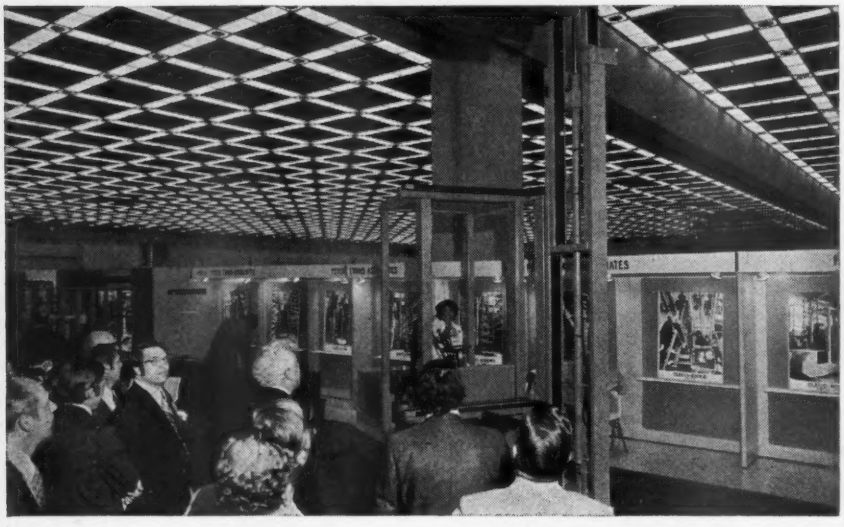
Model of Benghazi harbour as it will appear after major development. British consulting engineers Rendel, Palmer & Tritton have been appointed by the General Ports and Lights Authority of the Libyan Arab Republic to design and supervise construction of the first stage of the development, following acceptance of their master plan: the work includes the new breakwater provision of eight berths, relocation of the oil berth, and the new port access road. The plan provides for expansion of the port's capacity from 1 million tons to 4½ million tons by the year 2000.

The Government of Abu Dhabi has ordered a sixth sea-water distillation plant from Weir Westgarth Ltd., Glasgow. The contract is worth £2 million. Consulting engineers are Preece, Cardew and Rider, of Brighton. The picture shows one of three plants completed in 1970: two similar plants were ordered in 1972. Each plant produces 2,000,000 imperial gallons of fresh drinking water a day. The plants are of the multiple stage flash type pioneered by Weir Westgarth. They are powered by waste heat from power station gas turbines.





Exhibitions and Fairs



Overseas firms now allowed into Detroit handling show

From K. H. Vollans, Vice-Consul (Commercial), British Consulate-General Detroit: For the first time in the history of the National Materials Handling Show, foreign manufacturers were permitted to exhibit their products. This important event was held in Detroit, 20-23 May, and four British firms, members of a joint venture under the combined sponsorship of London Chamber of Commerce and British Overseas Trade Board, took advantage of the widened scope to demonstrate their equipment to more than 22,000 business visitors.

In all, 285 exhibitors occupied a total space of 300,000 sq. ft. and while the British firms constituted the largest foreign contingent, Canada, France, West Germany, Japan and Sweden were each represented by a single exhibitor.

The exhibition contained the latest materials handling equipment, including lift trucks, stacking trucks, rack warehousing equipment and highly sophisticated automatic scanning and code reading equipment and strong emphasis was placed on equipment for high rack warehousing.

The British exhibitors were unanimous in their approval of the exhibition as a means of bringing their products to the attention of both manufacturers and users of materials handling equipment.

Westinghouse Brake and Signal's new concept in battery chargers, their electronically controlled 'system charger', attracted the attention of both potential customers and interested licensees. R. N. Harris, sales manager – rectifier division, said that in terms of market research value alone his company's cost of exhibiting in Detroit had been repaid many times over.

Peter Evans Associates showed its new Cleco 'Bison' turret truck in action on the stand where a young lady operator demonstrated ease of operation (*picture*). Evans' exhibit also included a working model of the Cleco 'Kane' stocker/stock picker for long loads. The object of the company's appearance at the show was to support its US agent.

Cableform Ltd., which displayed its components and control systems for battery operated electrical vehicles, found that its appearance at the show enabled it to meet major electrical truck manufacturers and to bring to their attention the establishment by Cableform Inc. (a wholly owned subsidiary) of a new manufacturing facility near Charlottesville, Virginia. Peter Morrison, president, considered his company's participation to have been extremely worth-while in affording exposure to the American market at an early stage in its operation.

Dexion Comino International demonstrated a completely automatic system designed to facilitate the movement of palletised and unpalletised loads. Norman Likington reported that the response of potential licensees far exceeded his company's expectations, adding that negotiations are under way with a number of interested American manufacturers.

Growing interest in petrol technology seen at Amsterdam

From Wim Oudshoorn, Commercial Officer, British Embassy, The Hague: European Exhibition for Petroleum Technology: Petrotech, 28-31 May, RAI, Amsterdam: This event, held in Amsterdam every two years, is sponsored by the Council of British Manufacturers of Petroleum Equipment, the Conseil Belgique des Constructeurs d'Equipment Petrolier, the Groupement Equipment Petrolier de France and the Netherlands Oil Equipment Manufacturing.

Petrotech 74 was the third such exhibition to be held at the RAI and, as in the past, covered apparatus, equipment, machinery and services for onshore and offshore exploitation of oil and gas resources.

Offshore operations

This year there were 220 exhibitors representing in all some 750 manufacturers and the total display area covered 21,000 sq. m. All these figures were roughly 50 per cent up on the corresponding figures for Petrotech 72.

Because of the recent oil crisis and the latest developments in the North Sea, there was a strong emphasis on offshore activities. Some 7,500 visitors, most of them with a technical background, displayed considerable interest in those exhibits covering offshore drilling and production, semi-submersible structures, pipe laying techniques, power generation, instrumentation, services and general engineering supplies.

Joint ventures

There were several joint venture stands representing groups in Belgium, France, the USA and Great Britain. A large number of other stands showed the products of individual manufacturers in Poland, Romania and Hungary, as well as other West European countries and North America.

The British joint venture stand was sponsored by the London Chamber of Commerce and the CBMPE, with the British Overseas Trade Board, and covered 28 British companies displaying a wide range of goods and services. Most of the British exhibitors received worthwhile inquiries during the course of the exhibition and were generally impressed by the quality and standing of the visitors. The British stand was visited by British Ambassador Sir John Barnes, Commercial Counsellor Mr. Ballentyne and by other members of the Commercial Department at the British Embassy in The Hague.

A broad range of office equipment is exhibited at São Paulo event

From D. Greig, Vice-Consul (Commercial), British Consulate-General, Sao Paulo: Four British companies took part in a joint venture, sponsored by the Business Equipment Trade Association and supported by the British Overseas Trade Board, at the 9th International Office Equipment Trade Fair held at Parque Anhembi, Sao Paulo, 11-19 May.

This show, which covers a broad range of office equipment and supplies, is held biennially. This year, as on previous occasions, most of the equipment on display was foreign, with particularly heavy representation from the USA, West Germany and Japan.

The British exhibitors, who occupied attractive stands in a good location, were all well satisfied with what they achieved.

Edwin Mills Ltd., showing shredding and shredder/baler machines, received many inquiries and were able to make an agency arrangement with a local company before the show ended.

Interest aroused

The range of visual planning and communication systems displayed by Movitex Ltd. also aroused much interest and it likewise came to an agreement about local representation.

Multitone Ltd., showing its radio paging systems, and Pye TMC, demonstrating a range of telephone and telegraph transmitting equipment, are both already represented in Brazil and for them the show provided the opportunity to extend existing achievements in the market. Both companies took new business during the course of the exhibition.

Good opportunities

This is an excellent show for manufacturers with good products in the office equipment and supply field and it is to be hoped that more British companies will come out to exhibit when the next one is held in 1976.

Medicine: an area for Anglo-Russian co-operation

From Jean Hind, BOTB Publicity Unit, in Moscow: The Moscow International Exhibition for Public Health, Medical Equipment and Drugs, 28 May-10 June, was a 'one-off', not an established trade fair, and it was the first Russian exhibition to cover such a wide range of medical equipment and supplies.

The group of 32 British companies, sponsored by British Overseas Trade Board and British Hospitals Export Council, was the largest-ever UK group to exhibit in the medical field in the USSR and there were also large contingents from the United States, Japan and West Germany.

In all, 22 countries were represented and there were also buyers from several countries, mainly Comecon, besides the Russian official buyers.

The exhibition was opened by the Soviet Minister of Foreign Trade and in the mornings only doctors and allied specialists, state purchasing officers and so on were allowed in. The general public was admitted in the afternoon and a surprisingly large number chose to come.

A British Day was held 6 June, when Dr. David Owen, Parliamentary Under-Secretary of State, with responsibility for health, at the Department of Health and Social Security, visited the exhibition. At his press conference, attended by nearly 50 Russian reporters, technical writers, radio and TV, Dr. Owen made the point that he himself is a doctor of medicine and has used equipment of the kind on display. Dr. Owen said he felt that because both countries have a comprehensive national health service, there are unique areas for cooperation between the UK and the USSR.

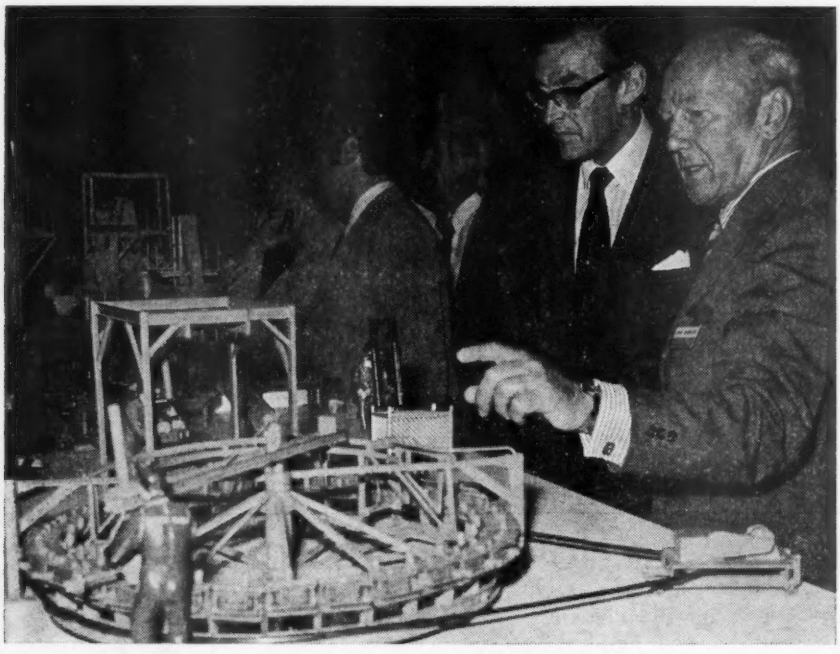
Certainly, British exhibitors were optimistic, particularly in view of the fact that a Soviet Deputy Minister, E. A. Babayan, chief specialist in charge of new drugs and medical equipment at the Ministry of Public Health, with much influence over buying of supplies, spent several hours touring the British stands.

It is also considered encouraging that no fewer than four Soviet Deputy Ministers (from the Ministries of Public Health, the Medical Industry, and Foreign Trade) attended the reception held on the evening of the British Day.

As well as direct sales of equipment, several British companies are negotiating sales of licences, know-how and machinery to equip factories producing medical goods. Conclusive figures of business done at the exhibition will not be available just yet, although Corning Eel of Halstead, Essex, (*visitors pictured on stand*) sold £65,000 worth of bio medical instruments early in the week and confidently expected more orders to follow. But all buying is done, of course, by the Russian government, and it is normal practice for a series of officials, each one higher ranked than the last, to study the equipment concerned before a decision is reached.

Many serious inquiries were received and this BOTB-sponsored venture undoubtedly proved a most useful spring board into the Russian market for those new to it. For those already selling to the USSR, it was an excellent opportunity to consolidate and make further progress.

The UK pavilion was well-designed and well-organised and relations between the British exhibitors and the Russians were most cordial, even surviving a football match between the British contingent and the Russian Chamber of Commerce. The Russians won 4-2 and at least one exhibitor appeared the following day with his arm in a sling.



Peter Matthews, a member of BOTB and managing director of Vickers Ltd., second from the right, is shown a model foundry on the Rubery Owen stand at the International Foundry Fair in Dusseldorf. At the event, 8-14 June, the United Kingdom had the largest representation, with BOTB supporting 24 companies in a joint venture display.

UK baking machines go like hot cakes

From M. Crook, Vice-Consul (Commercial), British Consulate-General, Dusseldorf: The world's biggest shop window on the baking industry, the International Bakery Trade Fair (IBA), was opened 11 May by German Federal Minister for Food, Agriculture and Forestry Josef Ertl. It was the first time that this rotating exhibition was held in Dusseldorf and on this occasion it also celebrated its 25th anniversary since the first international exhibition took place in Cologne. The exhibits shown by a total of 438 manufacturers covered every aspect of the bakery trade from machinery and equipment to ingredients and shop fittings.

Of the 108 foreign exhibitors, 17 were from the United Kingdom. A total of 120,000 visitors from all parts of the world attended. Other important foreign contingents came from France (21), Netherlands (24), Belgium (8), Italy (9), Denmark (7), Sweden (6), Switzerland (6).

Of the 17 British manufacturers, 12 exhibited on a BOTB-sponsored joint venture stand which had been organised by the Process Plant Association (Bakery Equipment Section). The joint venture covered an area of 816 sq. m. and afforded the British manufacturers a first class opportunity of demonstrating their machines and ancillary equipment on open stands which attracted no fewer than 2,390 serious inquirers. If the inquiries recorded materialise, firm orders should exceed the £1 million mark.

Of the actual firm orders taken at the exhibition by a number of companies, perhaps the most unexpected was placed with Crypto-Peerless for 25 handamatic pie and pastry moulding machines with dies worth £10,000 from Japan. In addition, this company also received firm orders from several foreign buyers all around the world for its mixing machines and interesting inquiries for linamatic automatic in-line pie moulding machines.

Another very enthusiastic and successful exhibitor was Burgess Engineering (Stoke-on-Trent) which on the second day took an order for a flow line machine, fat dicer and laminator valued at £35,000 for delivery to South Africa. Fred Johnson (Machinery), which registered 200 serious inquiries valued at £200,000, sold its first machine to Germany.

Other participants and their products at the joint venture were: Allmet Oliver Douglas Ltd., which exhibited a range of industrial washing machines in which the French, American, Dutch, Norwegian, Danish, Spanish and German bakers showed interest; Andrew Denholm which booked orders to the value of £10,000 plus 100 other serious inquiries and also located a potential agent to cover the German market; Formost Packaging Machines Ltd., with a variety of bagging machines for bread, rolls, buns etc. which have opened a new market in Italy as a result of this exhibition; Mateline Automation Ltd. which displayed the 'Foreline' machine and estimated the value of near certain orders at £40,000; C. G. Paxton Ltd., which appeared for the first time at a foreign exhibition and achieved the target of making contact with both customers and agents; Bakersmate whose cream decorating and cake slicing machines attracted inquiries from 225 potential buyers and which reported tremendous American interest in two machines in particular, an egg glazing machine and an automatic cake decorating table and now looks forward to a greater penetration of the American market; Tweedy of Burnley Ltd., whose mixers, moulder panners and cooler vacuum conveyors attracted inquiries from 725 potential buyers; Automatic Ltd., with its range of metal detection and rejection equipment for which a considerable number of serious inquiries were placed; Tom Chandley, whose electric baking ovens attracted the attention of a considerable number of potential agents from both European and American countries, as well as 70-80 trade inquiries.

Independent exhibitors from the United Kingdom were Baker Perkins Ltd.; Rose Forgrove Ltd.; and Baker Perkins Developments Ltd., which exhibited on the stand of the Forgrove German subsidiary. Mono Universal Bakery Machines of Swansea manned its own stand and Norpack Machines of Bradford exhibited on the stand of German agent Münchmeyer, Petersen & Co. of Hamburg. All British participants were full of praise for this well organised exhibition and were well satisfied with the results.

At the opening press conference it was quite evident that the Dusseldorf fair authorities were doing all they possibly could to try and persuade the organising committee to make Dusseldorf the permanent site for this exhibition but negotiations are already in progress to hold the next exhibition in Hamburg.

BOTB Chairman Lord Thorneycroft, right, and British Ambassador to Warsaw T. Brenchley, left foreground, examine a piece of excavating equipment on a stand in the British Pavilion at the Poznan International Technical Goods Fair. W. T. Pearce, Director, Fairs and Promotions branch, is on the extreme left of the picture. Some 120 United Kingdom firms participated in the event, 9-18 June, either directly or through agents, on 80 stands.

Export Business

A £27,000 contract for supplying ventilation ductwork for a Polish factory has just been completed by Falcon Metalwork Co. Ltd. based at Hailsham, Sussex. Through Rosser and Russell (International) Ltd., which is heading a multi-discipline design consortium, Falcon has manufactured and supplied 50 tons of steelwork, including 30 tons of ducting for a 63,000 sq. ft. garment factory at Zamosc. All the ducting was fabricated at Falcon's Hailsham works.

Lucas Aerospace achieves big Brazil breakthrough

Lucas Aerospace has made a break through into the rapidly-growing Brazilian aircraft industry with sales of heated acrylic windscreens and unheated side windows for the new pressurised version of the Embraer 120 Bandeirante – a twin-turbo-prop 16-seat transport aircraft due to make its maiden flight later this year.

The initial order is for 50 sets of aircraft equipment comprising two heated windscreens and four unheated cockpit side windows. The total production run is expected to be well over 100 aircraft.

The sale to Embraer completes a hat-trick of recent orders by the Luton-based Engineering and Heating Systems Group of Lucas Aerospace. Other recent sales include an initial order for 93 composite glass-faced acrylic heated windscreen sets for the production version of the Westland/Aerospatiale WG-13 Lynx helicopter and an order for 25 sets of similar construction for the Australian GAF Nomad twin-engined bush transport.

Taking into account the production potential of the three aircraft these orders are expected to produce over £750,000 of business for Lucas Aerospace.

'Sierracote' electrically-heated windscreens and side windows manufactured by Lucas Aerospace at Luton provide clear vision under all conditions of icing or internal misting. They also reflect infra-red light to enhance cockpit comfort by the reduction of solar heating and glare.

Iranian steel mill will double output

A leading Iranian steel company has awarded a contract worth approximately £900,000 to Southworth Europe Ltd., of Newbury, Berks. The contract, for a series of strip processing lines and ancillary equipment was acquired in competition against many international companies.

The award of this contract follows the success in Europe of Southworth automatic slitting and cutting to length lines which embrace many features of advanced technical design.

The equipment has been ordered by Sherkate Sahami Navard Va Luleh Ahwaz (Ahwaz Rolling & Pipe Mills Co.) for an extension to its rolling mill and pipe plant in Ahwaz. When the extension is completed in 1975 the mill's production capacity will be doubled – to 300 thousand tons per year.

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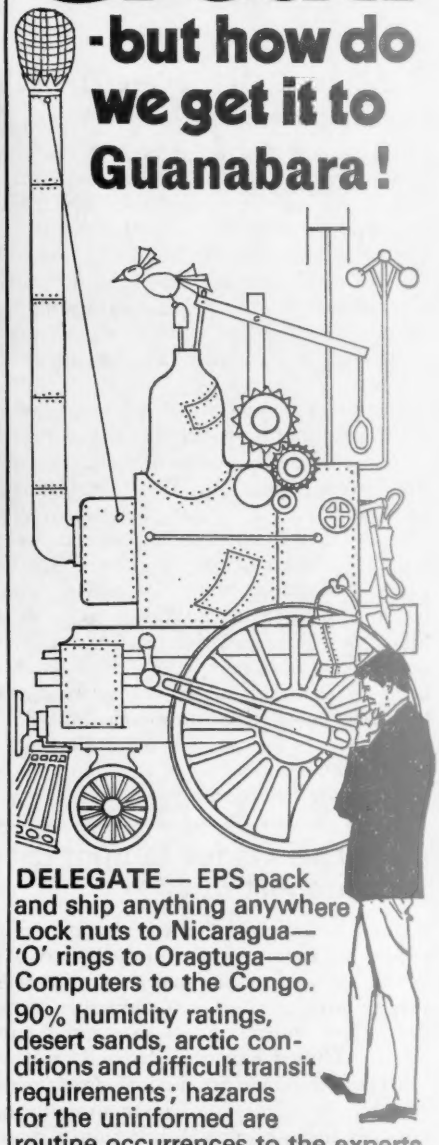

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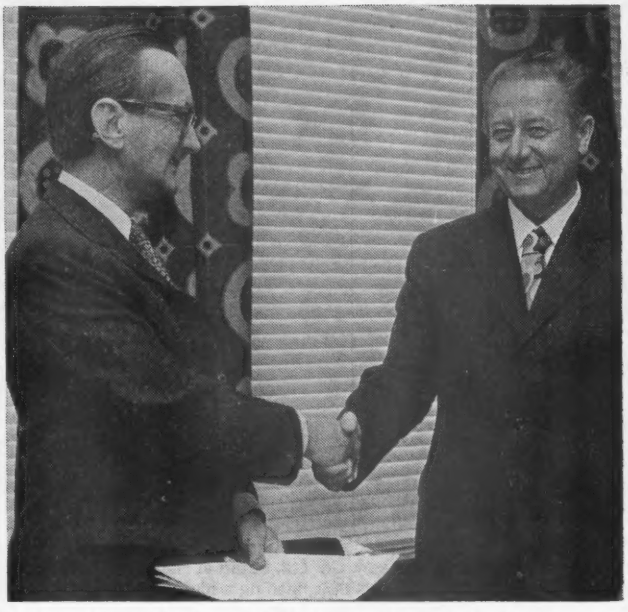
Trade Information

Trade and co-operation with Hungary

The second meeting of the Anglo-Hungarian Joint Commission established under the 1972 Long Term Economic and Trade Agreement was held in London, 10-15 June. At the meeting delegations from both Governments reviewed the development of trade between the two countries and the progress that is being made in industrial, scientific and technological co-operation between British and Hungarian enterprises. The Hungarian delegation was led by Dr. B. Szalai, Deputy Minister of Foreign Trade, and the UK side was led by Mr. P. S. Preston, Deputy Secretary, Department of Trade.

Both delegations noted with satisfaction the favourable development of trade between the two countries in 1973, and, in particular, the growth in Hungarian industrial exports to the United Kingdom. The Commission discussed detailed proposals for industrial and technological co-operation between British and Hungarian companies and identified a number of areas of special interest. The possibility of British firms co-operating with Hungarian enterprises in carrying out joint projects in developing countries was also discussed. Since the Ministerial visit to Hungary last year, the tempo of commercial exchanges has quickened and improvements have been made in the administrative arrangements for handling industrial co-operation proposals. Both delegations considered that the freer flow of information on industrial co-operation opportunities should assist the continued expansion of trade between the two countries.



Leaders of the delegations at the second meeting of the Anglo/Hungarian Joint Commission, Dr. B. Szalai, Hungarian Deputy Minister of Foreign Trade (right), and Mr. P. S. Preston, Deputy Secretary, Department of Trade.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 4 July.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.39	Potassium nitrate	as in previous column	31 December 1974	14769
39.02	Polystyrene, toughened, in the forms covered by Note 3(b) of Chapter 39 and conforming to the requirements of British Standard 3126 : 1959	Polystyrene (toughened) granules, moulding and extrusion compounds	31 December 1974	14904
56.01	Delustred regenerated cellulose which conforms with the requirements of the British Pharmaceutical Codex and which has a staple length of not less than 25 millimetres and not more than 35 millimetres	Crimped rayon staple fibre	31 December 1974	15035
85.21	Containers for semi-conductor devices consisting of copper studs with discs of beryllia bronzed therets, the discs having nickel lead frames attached; the whole or part being gold plated	Transistor headers	31 December 1974	14126

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First jumbo ferry for Hull–Europort run

The first of two new jumbo-sized ferry vessels went into service on North Sea Ferries, Hull-Rotterdam (Europort) service last week. Claimed to be the largest in Europe, if not the world, *Norland* has a gross registered tonnage of 13,000 tons and capacity for 1,243 passengers, about 250 cars and 90 heavy freight vehicles, as well as separate accommodation for up to 50 export cars. *Norland* has replaced the 4,000-ton *Norwave* (both are pictured above at the new Europort terminal) which has now switched to North Sea Ferries' Hull-Zeebrugge route, offering a new passenger service to complement the existing freight facility. Initially operating on alternate days, this new service will become a daily overnight service when *Norwind*, a sister ship to *Norwave*, is displaced from the Rotterdam run in December by the arrival of the second jumbo ferry and sister to *Norland*, to be named *Norstar*.

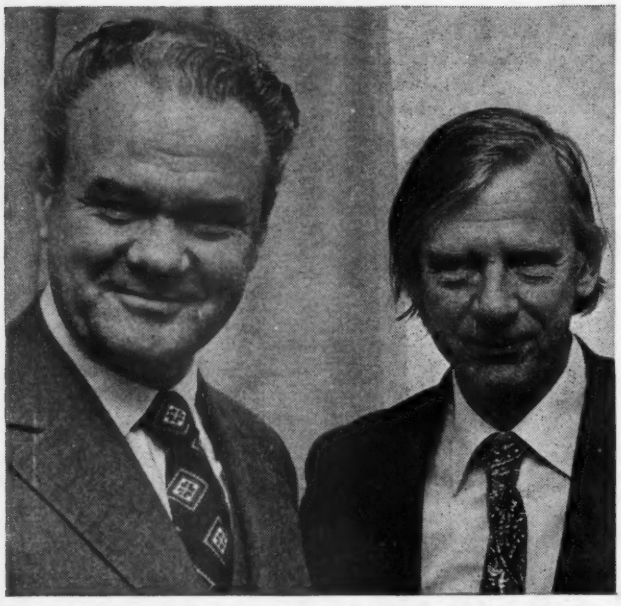
Since 1965, when the Rotterdam service was inaugurated, passenger traffic on the run has almost trebled. North Sea Ferries' general manager, Ian Churcher, told *Trade and Industry* that the company – a consortium of British, Dutch and German interests – foresaw considerable further growth on both the Rotterdam and Zeebrugge routes and was already planning its third generation of even larger vessels, hopefully for introduction in 1978.

Designed from the outset to give a reliable round-the-year overnight service to the Continent for businessman, holiday-maker and freight manager alike, the introduction of the larger vessels with the faster cruising speed of 19 knots will enable NSF to achieve a later evening departure time from next year – of especial value to hard-pressed export managers – without erosion of the 08.00 disembarkation time.

Norland is more akin to a mini-liner than a conventional ferry – her fully air-conditioned accommodation includes three lounge bars, a shopping area, huge cafeteria, and special, standard and couchette cabins as well as 14 lanes on two complete decks for cars, coaches and heavy freight vehicles. New facilities to allow passengers to embark entirely under cover have been provided at both Hull and Europort.

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)



Vasile Gliga, Romanian Deputy Foreign Minister (left), with Peter Shore, Secretary of State for Trade. The Romanian Minister called on Mr. Shore during his visit to Britain at the invitation of the Foreign and Commonwealth Office.

Exports of ferrous scrap and re-usable steel: changes in licensing control

The Department of Trade, in agreement with the Department of Industry, announces that the Government has decided to maintain, for the time being, restrictive licensing of exports of ferrous scrap. The scarcity of ferrous scrap in the international market has continued and home supplies are not coming forward in sufficient quantity to meet current demand; stocks at steelworks have fallen. It has, therefore, become even more necessary to make sure that no material suitable for the British steel industry is exported. The small tonnages of poor scrap now allowed for export are to be further reduced to about 13,000 tonnes per month. This amounts to a complete ban on exports except for minimal quotas to provide an outlet for those parcels of scrap which are not acceptable to UK steel makers – for example, because of contamination.

Export allocations for the period July to September 1974 will continue to be reserved to those merchants who were engaged in exporting ferrous scrap during the 12 months ended 31 August 1973; within these quotas, exports to destinations outside Community countries will be limited to the same total quantity (15,000 tonnes) as allowed for the current quarter. Those concerned will be advised of their individual allocations as soon as possible.

To reinforce the scrap controls, exports of re-usable and re-rollable steel products have also been subject to licensing control. In order to ensure the effectiveness of these controls it has now been decided that export licences for re-usable and re-rollable steel products (falling within customs tariff headings 73.09 to 73.16 inclusive, 73.18 and 73.19) will be required for used products whose fob value does not exceed £75 per tonne (£200 per tonne for used products falling within 73.15; the current stipulations on minimum length and physical condition will continue to apply, and, for the time being, export licences will be allowed for used carbon steel products whose fob value exceeds £65 per tonne (£70 per tonne for re-rollable rails). Export licence applications for used alloy or high carbon steel products whose value does not exceed £200 per tonne fob and which is not scrap will be considered on their merits.

Iran: trade agreements

IRAN AND SYRIA: The Iranian press reports that during a visit to Iran by the Syrian Minister of Economic and Foreign Trade, a memorandum of understanding was signed covering economic co-operation between Iran and Syria. A long-term trade agreement is to be finalised in Tehran this month, and will include joint ventures, in agro-industry, co-operation in establishing a chemical fertiliser plant in Syria, and promises by Iran to extend credits at favourable rates of interest and provide technical assistance to Syria.

IRAN AND MOROCCO: Following a visit in May by the Moroccan Prime Minister, the Iranian press reports that the following agreements have been concluded between Iran and Morocco:

A loan agreement whereby Iran will extend to Morocco a $30 million loan for agricultural purposes

An economic co-operation agreement involving industrial projects aimed at providing Iran with industrial and mineral products.

No details have been published. **EDB ext. 420/475**

Tunisia and Algeria

The Tunisian *Official Journal*, 7 May 1974, announced the provisions governing trade between Tunisia and Algeria for the period 1 March to 31 December 1974 in accordance with the 1973 tariff and trade agreement. Products benefiting from exemption from import duty on entry into either territory have been agreed upon and bilateral quotas in thousands of Algerian and Tunisian dinars established. Further details (in French) are available to British exporters on request.

EDB ext. 475/420

Telephone changes in Belgium

Many telephone numbers in Belgium are due to change at 8 p.m. on 19 July. The new numbers of the British Embassy, the Consulates and of the British Chamber of Commerce are as follows:

British Embassy, Brussels (02) 2191165
British Consulate-General, Antwerp (031) 326940
(031) 328829
British Consulate, Ghent (091) 256875
British Consulate, Ostend (059) 701615
British Consulate, Liege (041) 235831
British Chamber of Commerce (02) 2190788

For details of new telephone numbers of Belgian companies readers are advised to contact the Commercial Library of the Belgian Embassy in London, (tel. 01-235, 5422).

Study tour of LNG facilities in the UK – October 1974

An invitation has been extended by HM Government to member countries of the Economic Commission for Europe to take part in a technical study tour of LNG facilities in this country on 1 and 2 October 1974. The study tour will be organised by the British Gas Corporation and will be centred at the North West Gas Headquarters at Altrincham, Cheshire. The number of participants will be limited to 70. Anyone interested in attending may obtain further details and registration forms (which must be returned by 1 July) from Gas Division, Department of Energy, Thames House South, Millbank, London SW1P 4QJ (01-222 7000, ext. 1390).

Tariff and Trade Notices

Belgium

Hormones, anti-hormones and antibiotics

The *Moniteur Belge* of 7 May 1974 published a decree dated 12 April 1974, submitting all commercial operations involving the use of hormones, anti-hormones or antibiotics to general authorisation from the Ministry of Public Health. The decree provides specific exceptions for hormones, anti-hormones or antibiotics contained in medicaments and animal feedstuffs which are already covered by separate legislation. The decree enters into force on 1 August 1974. Copies of the decree (in French) are availalbe.

EDB ext. 288/466/467

France

Parafiscal tax on footwear

The French *Journal Officiel*, 1 June 1974, announced that the parafiscal tax levied on sales of footwear imposed on 1 November 1971 for a period of two years, will continue to be levied at the rate of 0.3 per cent for a further two years beginning 1 July 1974. The tax is administered by the Comite de Developpement de l'Industrie de la Chaussure et des Articles Chaussants (CODIFAC). Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/482

Portugal

Temporary import and export controls

Trade and Industry, 23 May 1974, published details of Decree Law 191/74 of 6 May 1974 establishing controls on Portuguese external trade. The measures established in this law have been extended for a further 30 days. However, import and export licences issued by the Controlling Commission for External Trade are now required only for consignments of over five million escudos and two and a half million escudos respectively. Consignments of a lower value remain governed by the regulations in force prior to Decree Law 191/74. No further information is available at present. **EDB ext. 460/461**

Spain

Capital goods: additions, extensions, and amended descriptions

The Spanish *State Gazette*, 22 May 1974, announced the following additions, extension, and amended descriptions to the list of capital goods which may be admitted at the concessional rate of 5 per cent import duty, subject to the importer making application to the Spanish Minister of Commerce:

Tariff no.	Description	Valid until
ADDITIONS		
ex 84.21.D	Machinery for continuous shot-peening of metal wire or rod	21 May 1976
ex 84.22.I ex 84.31.C.2 ex 84.56.E ex 84.59.K ex 85.19.E ex 90.28.C.7	Automatic equipment for the manufacture of sheets of asbestos cement; sheet-forming machinery, longitudinal and transverse cutters with feed belts, combined corrugating and stacking machines and combined machines for removing sheets from moulds and unstacking, whether or not incorporating hydraulic and control systems	21 May 1976
ex 84.33.L	Continuous automatic rotary machinery for making envelope folders from stamped paper shapes, by printing, glueing, folding, drying and delivering counted batches in one continuous operation	21 May 1976
ex 84.33.L	Automatic folding and glueing machinery for making bag valves from tubular plastic film on reels, having stations for cutting, folding the bag mouths and ends, glueing the valves and the bag ends, and final folding	21 May 1976
ex 84.45.C.6	Machines for grinding crankpins	21 May 1976
ex 84.45.C.9	Horizontal presses with three or more stations for hot forging by means of a swage or punch and die	21 May 1976
ex 84.45.C.9	Automatic presses with three or more stations, in addition to the cutting stations, for cold stamping parts from wire or bars	21 May 1975
ex 84.45.C.10	Machinery specially designed for manufacturing casings for precision roller chains from steel strip	21 May 1976
ex 84.45.C.13	Complex machinery for straightening by means of rollers and for pulling and gauging by means of a draw-plate and cable traction, for welded steel tubing	21 May 1976
ex 84.47.B.3	Automatic machines for simultaneous machining of the outer surfaces of longitudinal members and cross-members on door or window frames and leaves	21 May 1976
ex 84.47.E.5	Special automatic machinery for assembling door or window frames or leaves by simultaneous machining of mortices and tenons in longitudinal members and cross-members, application of glue, and final assembly with application of clamps	21 May 1976
ex 84.47.E.5	Automatic machinery for cutting recesses and inserting and fixing metal fittings in door or window frames or leaves	21 May 1976
ex 84.56.E	Automatic balanced-pressure multi-rammer moulding machines fitted with vibrators, in which the positioning, sorting and return of the moulding boxes and the ballasting of the moulding boxes are jointly actuated	21 May 1976
ex 84.59.K	Extruders for making tubular polyethylene film, having a honeycombed spiral shaft with a head for simultaneous internal and external cooling of the bubble and a take-up system with measuring-off of the bubble and a rotating pulling device	21 May 1976
EXTENSION		
ex 84.45.C.6	Contour grinding machines operating by copying from a template by means of a pantograph or articulated parallelogram	21 May 1976
AMENDED DESCRIPTIONS		
ex 84.45.C.9	Automatic presses with bottom drive by means of a bell-crank and moving frame, for the production of metal parts by stamping or indirect extrusion	
ex 84.56.E	Automatic machines for vertical hot-moulding of concrete walls of dimensions greater than 2 × 4 m	

The full text in Spanish is available from OTAR section, Export Data Board. **EDB ext. 462/471/472/473**

Import duty modifications

The Spanish *State Gazette*, 11 June 1974, announced modifications to

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

import duties on the following goods with immediate effect; subheadings are added to tariff heading 71.02 as below:

Tariff no.	Description	Duty
28.01	Halogens (fluorine, chlorine, bromine and iodine):	
C	Bromine	16%
28.33	Bromides, oxybromides, bromates and perbromates and hypobromites	20%
29.02.A	Halogenated derivatives of acyclic hydrocarbons:	
2	Bromides and polybromides	20%
71.02	Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):	
B 1	Precious stones	5%
a	Unworked	Nil
b	Other	5%
2	Semi-precious stones	5%
a	Unworked	Nil
b	Other	5%
71.12.A	Articles of jewellery, of solid gold, silver or platinum:	
1	Articles of jewellery with precious stones or fine pearls	7%

EDB ext. 462/471/472/473

Import duty suspensions

The Spanish *State Gazette*, 11 June 1974, announced the suspension of import duty on ethyl alcohol (synthesis), tariff heading 22.08.A, effective from 22 May until 21 August 1974, and on the following tariff headings effective from 23 May until 22 August 1974:

Tariff no.	Description
28.16.A	Liquefied ammonia
28.42.C	Neutral carbonate of sodium
29.04.A.1	Methyl alcohol
29.23 D.1	Glutamic acid and its salts

EDB ext. 462/471/472/473

Finland

Price control

Further to the notice in *Trade and Industry* 9 May 1974 (page 299) a list of products on which no price increases are allowed without the permission of Elinkeinohallitus (an administrative board under the jurisdiction of the Ministry of Trade and Industry) has just been received. The Elinkeinohallitus are empowered to allow firms or industrial trading associations to increase prices only if strict criteria are met. Full details of these criteria have not yet been received. British exporters requiring information on whether their goods are affected must specify the goods and quote BN numbers if possible.

EDB ext. 458/461

Israel

Purchase tax amendment

The Israeli authorities have announced an amendment to the following item which is exempt from purchase tax:

> Mail or air parcel imports, whether packed in one or more parcels, sent to one person, provided that the total amount of customs duties and purchase tax on all the goods is less than IL.15.00. (The previous amount was IL.10.00.) **EDB ext. 420/475**

Lebanon

Textiles: export subsidy surtax

Trade and Industry, 20 September 1973, published a notice stating that the export subsidy surtax of 10 per cent on certain textile products imported into the Lebanon would continue to be levied until 31 October 1973. It is now understood that this surtax will continue to be levied indefinitely. **EDB ext. 420/475**

Jordan

Commercial Agents and Intermediaries Law

A translation has been received of the Commercial Agents and Intermediaries Law No. 20 of 1974, published in the Jordanian *Official Gazette* of 1 May 1974. This replaces Law No. 29 of 1968.

The provisions of the new law do not differ substantially from those in the previous one, but they reinforce the requirements whereby local representation can be undertaken only by persons or companies of Jordanian nationality, resident in and having offices in Jordan and officially registered with the Ministry of National Economy.

One important point under Article 18 provides for the payment of compensation to an agent if the agreement is terminated through no fault of his own. Also under Article 20 any disputes over commission agency contracts would be subject to arbitration in the Jordanian courts.

Copies of the full Law No. 20 are available on request.

CRE ext. 3454

Morocco

Amendments to customs tariff

The Moroccan *Official Bulletins* of 1 and 8 May 1974 announced tariff amendments and modifications of description affecting Brussels numbers 29.25, 31.02, 31.05 and 85.15.

Inquiries from British exporters should specify BN number(s) of interest. **EDB ext. 475/420**

Egypt

Motor vehicles: tariff amendment

A new presidential decree has been published amending the import duty on items classified, under Section 87.02 of Egypt's customs tariff as follows:

Article 1 The two provisions (3) and (4) of Section 87/2A of Customs Tariff promulgated by the President's Decree No. 1953 of 1961 shall be replaced by the following text:

Section	Kind	Rate of duty
87/2	A (1)	
	(2)	
	(3) Passenger cars of four cylinders or less	75%
	(4) Others	150%

Article 2 Customs duties for motor vehicles stipulated in the Customs Tariff Section 87/2A (3) and (4) shall be reduced by 50% if imported according to current rules and intended for use as a taxi.

Article 3 To enjoy the above-mentioned reduction, the motor vehicle cleared accordingly must be used as a taxi for three years after the date of clearing through Customs.

Article 4 The import condition for which the motor vehicle is imported cannot be changed except after the approval of the Customs Authority and ascertaining fulfilment of import conditions and payment to customs duty balance and all the required taxes and rates, according to the motor vehicles condition and tariff rate valid when cleared through customs

EDB ext. 475

Angola

Motor vehicles: consumption tax

Decreto no. 20/74, published in the *Boletim Oficial De Angola*, 10 May 1974, gives details of an additional surcharge on the consumption tax for motor vehicles for the transport of persons, other than vehicles of the 'Jeep' type. The increase is 30 per cent *ad valorem* on the current import valuation. There will also be either a reduction in, or exemption from, duty for used vehicles. **EDB ext. 460/461**

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Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

South Africa

Tariff changes

The following amendments were published in the South African *Government Gazette*, 24 May 1974:

R875 BN 28.17: The duty on sodium hydroxide, solid and liquid is amended to the extent indicated – 20 per cent or 1,150 c per 100 kg less 80 per cent of the fob price – 20 per cent or 375 c per 100 kg less 80 per cent of the fob price

R876 BN 73.35: The duty on road springs (leaf or coil) for motor or other vehicles excluding motor cycles) is increased from 10 per cent or 550 c per 100 kg to 1,000 c per 100 kg.

ANTI-DUMPING DUTIES

R877 BN 28.17: The provision for an ordinary anti-dumping duty on sodium hydroxide is withdrawn.

INDUSTRIAL REBATES

R878 BN 38.19: The provisions for a rebate of duty on chlorinated paraffins for use as plasticisers in the manufacture of knitted gloves and insulated electric cable and wire, are withdrawn.

R879 BN 73.35: The extent of rebate on road springs in unit packs of motor vehicles is amended with the effect that such road springs will be liable to a duty of 1,000 c per 100 kg.

Tariff changes

The following amendments were published in the South African *Government Gazette*, 30 May 1974.

R905 BN 21.07 and 28.32:
1 Specific provision is made for soya protein concentrates and the duty thereon is reduced from 20 per cent to 10 per cent.
2 Specific provision is made for magnesium chlorate and the duty thereon is reduced from 10 per cent to free.

INDUSTRIAL REBATES

R896 BN 38.19: The provision for a rebate of duty on epoxy ester plasticisers for the manufacture of impregnated or coated fabrics, including paper fabrics, is withdrawn.

GENERAL REBATES

R906 BN 60.01: Provision is made for a rebate of the full duty on warp-knitted fabrics of polyamide fibres (continuous), in such quantities and at such times as the Secretary for Industries may allow by specific permit.

REBATES, REFUNDS OF EXCISE DUTY

R910 BN 22.09.60-609.04.40: The extent of the rebate of excise duty in respect of spirits obtained by the distillation of any sugar cane product and entered for use in the manufacture of gin is amended to the extent indicated – full duty less 53,053 c per 100 litres of absolute alcohol.

REBATES, REFUNDS OF SALE DUTY

R897 BN 701.11: Provision is made for a rebate of the full sales duty on appointments and insignia imported by or on behalf of, or cleared from a customs and excise warehouse for any institution specified in item 405.01 of Schedule No. 4.

EDB ext. 471/472/473/462

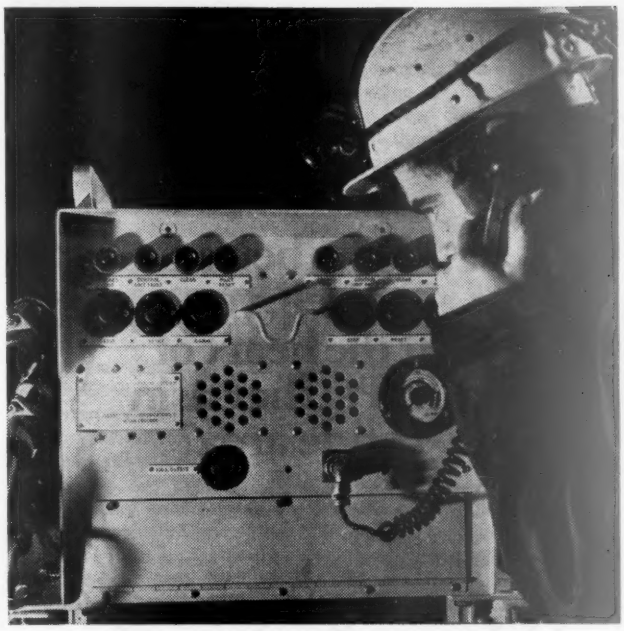
Curing agents: proposed regulations

South African *Government Gazette* 4280, 17 May 1974 (Notice R846), carries details of proposed new regulations, under the Foodstuffs, Cosmetics and Disinfectants Act 1972, on the sale and labelling of curing agents that contain mixtures with nitrate. Representations on the proposed regulations should reach the Secretary for Health, Private Bag X88, Pretoria, by 16 August 1974. **CRE ext. 5274**

Aflatoxin in foodstuffs

South African *Government Gazette* 4287 of 30 May 1974 carries details of a proposed new regulation, under the Foodstuffs, Cosmetics and Disinfectants Act 1972, restricting the use of aflatoxin in foodstuffs. Representations on the proposed regulation should be made, before 30 August, to the Secretary for Health, Private Bag X88, Pretoria.

CRE ext. 5274



This new cadmium safe mines communication system – known as the Isleworth Face Communication System – from Plessey Telecommunications Ltd., will be featured at the Mines and Electra '74 Exhibition in Johannesburg, July 1-5. The system is built to the latest safety standards recognised by the National Coal Board and provides broadcast speech, signalling, lockout and pre-start warning facilities for an armoured face conveyor and a stage loader or any two similar machines.

Electrical apparatus: radio interference

Modifications have been made to the amendments to the Radio Regulations reported in *Trade and Industry*, 21 February 1974. The revised regulations will come into force on 31 December 1974, instead of 1 June 1974. **EDB ext. 471/472/473/462**

Indonesia

Basic materials for veterinary medicaments: duty concessions

The Indonesian Minister of Finance has issued Decree No. KEP 349/MK/III/3/74 by which partial exemption from import duty is granted on the following when for use in veterinary medicaments, the amount of import duty payable becoming 5 per cent.

Calcium (28.05)
Carophyl yellow (13.03)
Magnesium sulphate (28.38)
Red ferric oxide (28.23)
Phenothiazine (29.35)
Strychnine nitrate (29.42)

EDB ext. 469/468/401

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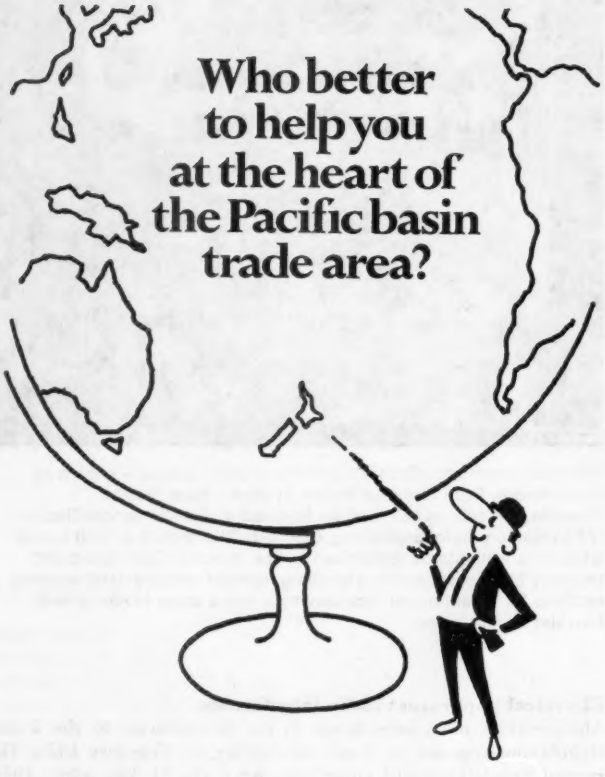

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Terence McCombs (left), High Commissioner for New Zealand, inspects work going on to raise part of the roof of Timsons factory at Kettering in readiness for assembling the £500,000 telephone directory press which the company is building for the New Zealand Government. The machine will be 96 feet long, 56 feet wide and 13 feet high. The ceiling of Timsons factory in one part was only 8 feet high, so a team has been working to raise it by over 7 feet.

New Zealand

New customs tariff

The New Zealand Parliament has now passed the Customs Acts Amendment Act which provides for the introduction of a new customs tariff on 1 July 1974. (See notice on proposed new customs tariff, *Trade and Industry*, 14 March 1974, page 472.) Details of the new tariff rates are available from Export Data Branch. Inquiries should quote the Brussels nomenclature number, if known, and give a detailed description of the goods in which they are interested.

EDB ext. 401/468/469

Customs tariff inquiry: postponement

Varnishes, etc., paints, etc., ex tariff headings 32.09, 32.10, and prepared driers, composite solvents, etc., ex tariff headings 32.11 and 38.18.

At the request of parties to the inquiry on the above-mentioned goods the New Zealand Tariff and Development Board has postponed the deferred hearing (see *Trade and Industry*, 4 April 1974, page 35), due to take place on 9 July 1974. The new date will be published when announced. Ref. CRE 1222/73 **CRE ext. 5321**

Venezuela

Agricultural equipment: imports permitted

The Venezuelan Ministry of Development has announced that in view of the development of the agricultural sector, the following products which are already being manufactured in the country and enjoy protective customs tariffs in the form of import licence, will now be able to be imported by official entities, agricultural production associations and agricultural workers associations, after obtaining approval from the Ministry. Ordinary importers and distributors will still be subject to the old regulations for the following products:

Fixed and reversible ploughs.
Heavy scrapers (Big Rome).
Scrapers in all sizes and models.

Rotary mowers.
Front and end shovels.
Rotavators.
Sowers.
Trenchers.
Cultivators.
Rotating cultivators (combined harvesters).
Chisel ploughs.
Sub-soilers.
Fertilising sub-soilers for sugar cane.
Various implements (shovels, picks, rakes, blades, machetes).
Fishing nets.
Hydraulic pumps.
Spares for agricultural machinery.

EDB ext. 474/476/7312

Chile

Exchange rates

Changes in exchange rates announced by the Chilean Central Bank to take effect from 5 June 1974 are as follows:

'Bank' rate raised from 660 escudos to 720 escudos per US dollar.

'Brokers' rate raised from 720 escudos to 790 escudos per US dollar.

CRE ext. 5289

Uruguay

Seeds: imports temporarily prohibited

Uruguayan Decree 225/974, published in *Diario Oficial* 19247, prohibits, until further resolution, imports of maize, sorghum and sunflower seeds. This prohibition does not apply to 'parent' seeds.

EDB ext. 474/476

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Peru

External payment exemptions

Peruvian notice 04.74 of the Private Sector External Transactions Board authorises that imports of a cif value up to US$200 will be exempted from the documentary credit requirement and may be financed within 180 days, provided that the sum of these imports does not exceed US $2,000 cif a year and that they are previously qualified and authorised by the Board. **EDB ext. 474/476**

Bolivia

Import duty reduction for inflatable globes

Supreme Decree No. 11310, published in Bolivian *Official Gazette* No. 702, temporarily reduces the import duty on inflatable globes (Tariff No. 97.03.89.11) until 31 December 1974; the *ad valorem* duty is reduced to 5 per cent and the specific duty to 20 pesos per KIC (kilogram including container). This item will continue to pay the Development of the North-West Tax (1 per cent cif) and the Services Rendered Tax (8 per cent cif). **EDB ext. 474/476**

Import duty concessions for manufacturing industry

Bolivian Supreme Decree No. 11345, published in *Official Gazette* No. 705, introduces a programme of temporary duty reductions for raw materials and spare parts for industrial machinery and equipment destined for the manufacturing industry. The concessions are on four scales, according to the rate of import duty already levied.

Goods dutiable up to 5 per cent
enjoy a duty reduction of 80 per cent
Goods dutiable between 5.1 and 10 per cent
enjoy a duty reduction of 60 per cent
Goods dutiable between 10.1 and 40 per cent
enjoy a duty reduction of 40 per cent
Goods dutiable above 40.1 per cent
enjoy a duty reduction of 20 per cent

The application of these reductions will be as follows:
100 per cent until 30 June 1974
50 per cent until 31 December 1974
and 25 per cent until 30 June 1975. **EDB ext. 474/476**

Tariff amendments to BN 37.07 and 85.24

Bolivian Supreme Decree No. 11343, published in *Official Gazette* No. 705, reduces the import duty on two sub-headings to read as follows:

Tariff no.	Description	Duty *ad val.*	Additional tax
37.07.89.99	Other cinematographic film exposed and developed whether or not incorporating sound track, negative or positive (excluding: educational and scientific, commercial publicity and for TV channels)	20%	20%
85.24.89.01	Carbons for arc lamps	0	0

For the purposes of charging import duty a Minimum Value is established of seven dollars per kilogram gross weight. Imports of these goods will remain subject to the Development of the North-West Tax (1 per cent cif) and the Services Rendered Tax (8 per cent cif). **EDB ext. 474/476**

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

European Community

Preferential tariff quotas for imports of certain textiles and petroleum products from certain Mediterranean countries

1. An article in *Trade and Industry* of 11 October 1973 (page 78) about EEC tariff quotas referred to a number of preferential tariff quotas expected to be opened in 1974 for certain goods originating in or coming from particular Mediterranean countries in accordance with agreements between the EEC and these countries and in which it was expected that the United Kingdom would participate during 1974 if the agreements in question had been adapted to take account of the accession of the new Member States.

2. A number of EEC Regulations, which were published in the *Official Journal of the European Communities* No. L48 of 20 February 1974, provided for the opening of such Community tariff quotas. Those in which the United Kingdom has a share are listed below. (The tariff quota for certain petroleum products from Egypt was opened on 1 May 1974 and the following paragraphs do not apply to this quota.)

3. There are certain technical points to be cleared before the date on which these tariff quotas become or became operative in the United Kingdom can be determined. In the meantime HM Customs and Excise are prepared to take deposit of duty on imports of the goods in question if importers claim benefit of the tariff quotas. (Customs Notice 771, obtainable from any office of HM Customs, explains how to claim such benefit.)

4. These quotas will be administered on the first come first served basis, ie in the order that the goods are entered with Customs for home use. If in the event it is determined that the quotas operate from the date provided in the Community Regulation (ie the third day after publication mentioned in paragraph 2 above – the 23 February) benefit of the quota will go to importers in the order that they entered the goods, and deposits of duty may be refundable on goods up to the quota limits.

5. If however the quotas operate in the UK from a later date (yet to be determined) goods entered between 23 February and that date will not be eligible for quota benefit but goods entered subsequently will be eligible up to the quota limits in the order that they are entered with Customs.

6. Goods described in the list below, imported from the countries indicated, and for which no claim so far has been made, may be eligible for quota treatment if they have been entered with the Customs for home use either at importation or ex warehouse, on or after the 23 February 1974. Traders therefore who have not already claimed quota benefit for such goods and who now wish to do so should apply to the Customs for their goods to be considered for quota treatment. Such claims will be considered in accordance with paragraphs 4 and 5 above and must contain the following details:

Ship (aircraft) and date, or warehouse	Entry no. and date	Quota Serial No. (see part 11 of the Tariff)	Weight of goods

This information should be sent to HM Customs and Excise, Tariff Quota Unit, Room 101, Kings Beam House, Mark Lane, London EC3 7HE by 18 July 1974.

7. Importers of the goods in question who enter goods from now on should, if they hope to benefit from these tariff quotas, claim benefit as explained in Customs Notice 771. However, no guarantee can be given that these goods will be eligible because the quotas may already have been exhausted by imports made on or since 23 February or the quotas, as explained in paragraph 5 above, may not come into operation until some later date.

8. When the date of operation of the quotas is determined an announcement will be made in *Trade and Industry* and, if appropriate, HM Customs will then arrange for return of deposits on duty paid. Any inquiries about this notice (other than in connection with returns mentioned at paragraph 6) should be made to Tariff Division 2, of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

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TARIFF QUOTAS FOR CERTAIN MEDITERRANEAN COUNTRIES

Country	Item	Tariff heading	Rate of duty within quota	UK quota share	Community Regulation
Malta	Cotton yarn not put up for retail sale	55.05	Zero	40 tonnes	R/363/74
	Man-made fibres (discontinuous or waste) carded, combed or otherwise prepared for spinning	56.04	Zero	50 tonnes	R/364/74
	Outer garments and other articles, knitted or crocheted, not elastic or rubberised	60.05	Zero	14 tonnes	R/365/74
	Men's and boys' outer garments	61.01	Zero	29 tonnes	R/366/74
Cyprus	Man-made fibres	56.04	6%	10 tonnes	R/367/74
	Men's and boys' outer garments containing more than 20% by weight of silk, of man-made fibres, or of both together	61.01 A	£0.1500 per lb. or 12% w.i.g.	280 tonnes	R/368/74
	Other men's and boys' outer garments	61.01 B	12%		
		C			
Turkey	Cotton yarn, not put up for retail sale	55.05	Zero	60 tonnes	R/354/74
	Other woven fabrics of cotton	55.09	Zero	540 tonnes	
	Carpets, carpeting and rugs, knotted (made up or not) of wool or of fine animal hair with the exclusion of hand-made carpets, carpeting and rugs	58.01 A II	Zero	35.2 tonnes	
	Certain petroleum products	27.10 A III *			
		B III a *			
		B III b 1 *			
		B III b 2 aa *			
		B III b 2 bb			
		C I c 1 *			
		C I c 2			
		C II c 1 *			
		C II c 2			
		C III c 1 *			
		C III c 2 aa *			
		C III c 2 bb			
		C III d 1 *			
		C III d 2 aa *			
		C III d 2 bb			
		27.11 B I c 1	Zero	36,000 tonnes	R/353/74
		c 2			
		27.12 A III a *			
		A III b			
		B I *			
		B II			
		27.13 B I c 1			
		c 2			
		c 3			
		B II a			
		B II b			
		B II c			
		27.14 C I b			
		C II a *			
		C II b			
Egypt	Other woven fabrics of cotton	55.09	10.5%	650 tonnes	R/370/74
	Certain petroleum products†	27.10 A III a			
		b			
		B III a	1% *		
		b 1			
		C III d 1			
		27.10 C I c 1	0.6% *		
		C II c 1			
		27.10 C III c 1	0.7% *		
		27.10 B III b 2 aa	2.7% *		
		C III d 2 aa			
		27.10 C III c 2 aa	1.8% *		
		27.10 B III b 2 bb	3%		
		27.10 C I c 2	3%		
		C II c 2			
		C III c 2 bb			
		C III d 2 bb		150,000 tonnes	R/369/74
		27.11 B I c 1	4.8%		
		c 2	3%		
		27.12 A III a	0.3% *		
		A III b	3%		
		B I	1.2% *		
		B II	3.1%		
		27.13 B I c 1	0.3%		
		c 2	6%		
		c 3	3%		
		B II a	1%		
		b	6%		
		c	3%		
		27.14 C II a	0.3% *		
		b	3%		

* These goods are subject to (non-protective) hydro-carbon oil duty.
† This quota was opened on 1 May 1974 (The Customs Duties (Quota Relief) (No. 3) Order 1974) : SI 1974 No. 677.

Note

Tariff quotas provide for the importation of specified amounts of goods at zero or reduced rates of duty. Any goods that do not qualify for the quota are charged the normal rate of duty.

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Generalised Tariff Preference Scheme (GSP). Restoration of normal duties

Trade and Industry of 28 March, 25 April and 23 May gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 13 May. HM Customs have stated that the position on the restoration of normal duties for the month ending 10 June is as follows:

I TARIFF QUOTAS

Tariff heading	Description of goods	Customs quota reference *	Date UK quota exhausted	Community Butoir reached. Duty to be re-imposed	
				On date	For goods from
28.27	Lead oxides; red lead and orange lead	1413		1.6.74	Mexico
39.03 B I	Regenerated cellulose	1499		29.5.74	Yugoslavia
39.03 B II	Cellulose nitrates	1529		29.5.74	Yugoslavia
ex 41.02 B	Bovine cattle leather, etc. Other, excluding leather not further prepared than tanned	1545	21.5.74	10.6.74	Argentine
42.02 A	Travel goods, etc. – of artificial plastic sheeting	1588	29.3.74	14.5.74	South Korea
55.05 B II	Cotton yarn, not put up for retail sale: Other: Other: Measuring per single yarn per kg,				
	—14,000 m or less	3503	3.6.74		
	—More than 14,000 m and up to 40,000 m	3511	26.4.74	29.5.74	Pakistan
	—more than 40,000 m and up to 80,000 m	3538	8.5.74		
	—more than 80,000 m and up to 120,000 m	3546		29.5.74	Egypt
ex 58.01 A	Carpets, carpeting and rugs, knotted (made up or not): Of wool or of fine animal hair, containing per linear metre of warp: —up to 350 rows of knots	3872		29.5.74	Iran
61.01	Men's and boys' outer garments: —of woven fabrics of cotton	4126	17.4.74	29.5.74	India
61.01	Men's and boys' outer garments: —of woven fabrics of cotton	5156 (Yugoslavia)	14.5.74		
64.02 A	Footwear with outer soles of leather, etc. – footwear with uppers of leather	4231		1.6.74	Brazil
70.13	Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses	4398		1.6.74	Yugoslavia
84.41 A I b	Sewing machines – Other	4819	5.4.74	18.5.74	South Korea
85.21 D	Diodes, transistors and similar semi-conductor devices; electronic micro circuits	4924	3.5.74	29.5.74	Singapore
E	Parts				
85.23	Insulated (including enamelled or anodised) electric wire etc.	1932		29.5.74	Yugoslavia
94.03	Other furniture and parts thereof	5075		7.6.74	Yugoslavia

* See Customs Tariff Part 11.

Steering the Fords of Europe . . . Cam Gears Ltd. has won a £6 million order to supply Ford car assembly plants throughout Europe with steering gear units – believed to be one of the largest contracts ever placed with a British gear manufacturer. Here at the company's factory in South Wales the tolerance of each steering rack is carefully checked before final assembly and despatch. The latest order, which is to be phased over five years, is the second big contract from Fords, the factory having already supplied almost 2 million steering units for the American Ford 'Pinto' car. Recognition of Cam Gears' record came recently when the company gained the Queen's Award to Industry for export achievement.

II CEILINGS

Tariff no.	Description of goods	Date of restoration of duties: From all sources	Date of restoration of duties: From particular sources (inner ceilings)
44.24	Household utensils of wood	8.6.74 †	
55.05 A	Cotton yarns, not put up for retail sale, multiple or cabled (etc.)		Yugoslavia – 26.5.74
ex 60.05 A II ex B	Outer garments and other articles, knitted and crocheted, not elastic nor rubberised – of cotton		India – 3.6.74
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs – of cotton		India – 26.5.74
70.14 B	Illuminating glassware, signalling glassware, etc. – other		Hong Kong – 26.5.74
87.10	Cycles (including delivery tricycles), not motorised		Yugoslavia – 18.5.74
87.12 B	Parts and accessories of articles falling within heading No. 87.09, 87.10, 87.11 – other		Yugoslavia – 18.5.74

† Not applicable to countries to which GSP Standstill Arrangements apply, indicated by the Key Letters 'D', 'E' and 'K' in Schedule III to Part 10 b of the tariff. Goods consigned direct to UK from these countries will continue to be eligible for GSP rate.

Inquiries about current availability of preferences may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3 7HE. Tel. 01-626 1515 ext. 2570 (Quotas and Butoirs), ext. 2294 (ceilings and inner ceilings).

Tariff quota for newsprint

In accordance with Regulation (EEC) 1409/74, the duty-free tariff quota for newsprint (Regulation (EEC) 3590/73), referred to in an article in *Trade and Industry* of 24 January 1974 (page 122), may be extended for the rest of 1974 to cover certain paper falling in subheading 48.01E of the Customs Tariff. The paper concerned is that which satisfies the definition of newsprint of 48.01A contained in the Additional Note* to Chapter 48 of the tariff except that it need not be watermarked or if watermarked it need not be watermarked as specified in that definition.

An Order (the Import Duties (Quota Relief) (No. 4) Order 1974, SI No. 1014 1974) has therefore been laid before the House of Commons amending the Order (the Import Duties (Quota Relief) (No. 2) Order 1973, SI No. 2226 1973) which opened the United Kingdom's share of the tariff quota for newsprint for 1974. This Order came into operation on 14 June 1974 and on and from that date up till 31 December 1974 the specified paper falling in 48.01E may qualify for quota benefit under the same arrangements as are already in operation for newsprint of tariff heading 48.01A.

This quota is allocated to importers of newsprint for the purposes defined in the Additional Note to Chapter 48* either for their own use or for named users. Any importer of unwatermarked newsprint who is not already aware of these arrangements should get in touch with Import Licensing Branch of the Department of Trade, Room 124, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB.

*** Additional Note to Chapter 48**

For the purpose of subheading 48.01A, the expression 'newsprint' shall be taken to apply to white paper or to paper which has been slightly coloured in the pulp, the mechanical pulp content of which represents at least 70 per cent of the total fibre content, glazed to an extent not exceeding 130 seconds Bekk, unsized, weighing not less than 40 g/m² and not more than 57 g/m², with watermarks not less than 4 cm but not more than 10 cm apart, imported in reels of a width of not less than 31 cm, containing 8 per cent or less by weight of fillers, and intended for the printing of daily newspapers, weekly papers or other periodicals of heading No. 49.02, published at least 10 times per year.

EEC Information Unit's new telephone system means speedier inquiry service

The EEC Information Unit maintains an inquiry service for businessmen for the three Departments of Trade, Industry, and Prices and Consumer Protection. From Monday, 24 June, its telephone number will be 01-222 7877, ext. 4301. Its address remains at 1 Victoria Street, London SW1H 0ET.

At present callers at busy times often have to wait for an extension to become free. The new system, with a single number giving immediate access to several lines, should eliminate delays and provide a better service for callers at any time from 9.00 a.m. to 5.30 p.m. every weekday.

The Unit's work

Since it was set up in July 1971 the Unit has handled well over 40,000 inquiries about all aspects of the EEC and its effect on trade and industry. Two-thirds have been answered by the Unit's staff and the rest referred to specialist sources in Government Departments and other bodies. The inquiries concern trade not only with other members of the enlarged Community but also with EFTA and the many other countries with which the EEC has various kinds of agreements.

The Unit now has a large number of regular customers but new ones are always welcome. Many questions relate specifically to firm's own activities and problems and these are kept strictly confidential.

A selection of those where the answers are of more general interest is published regularly in *European Community Commentary*, a monthly supplement to *Trade and Industry*.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Fruit and vegetables. Regulation (EEC) 1363/74 fixing the reference prices for table grapes for the 1974 marketing year. (*Official Journal* L147, 1 June 1974)

Regulation (EEC) 1364/74 fixing the reference prices for lemons for the 1974/75 marketing year. (*Official Journal* L147, 1 June 1974)

Regulation (EEC) 1398/74 fixing the maximum price levels for tomatoes grown under glass for the 1974 marketing year. (*Official Journal* L149, 6 June 1974)

Regulation (EEC) 1428/74 amending, in respect of tomatoes, Regulation (EEC) 228/73 laying down general rules for the system of compensatory amounts for fruit and vegetables. (*Official Journal* L151, 8 June 1974)

Dehydrated fodder. Regulation (EEC) 1370/74 laying down detailed rules for applying the system of aid for dehydrated fodder for the 1974/75 marketing year. (*Official Journal* L147, 1 June 1974)

Seeds. Regulation (EEC) 1382/74 amending Article 3 (2) of Regulation (EEC) 1686/72 on certain detailed rules for aid for seed as regards the final date for the payment of aid. (*Official Journal* L148, 5 June 1974)

Wine. Regulation (EEC) 1399/74 amending Regulation (EEC) 2865/73 as regards the list of agencies and laboratories empowered to issue the document accompanying wines for direct human consumption imported from third countries. (*Official Journal* L149, 6 June 1974)

Cereals. Regulation (EEC) 1427/74 fixing the threshold prices for

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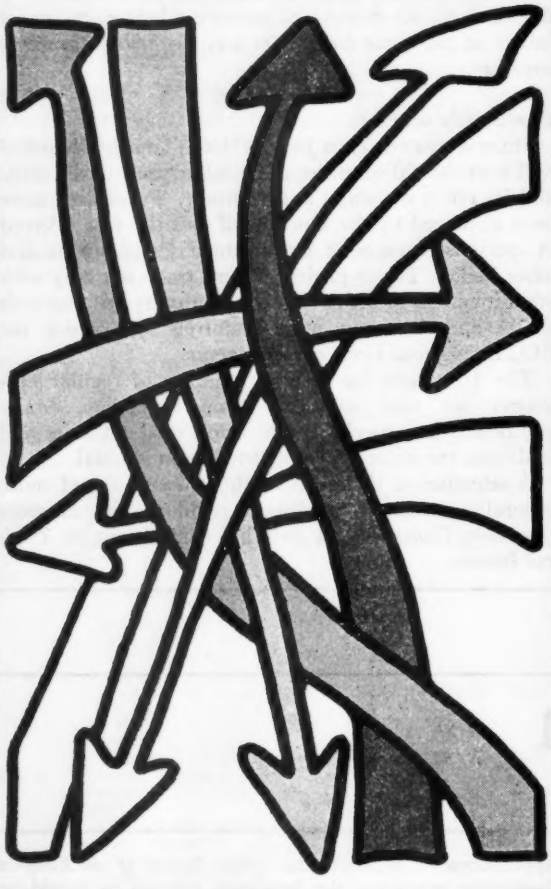

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New EC Legislation
continued

cereals for the 1974/75 marketing year. (*Official Journal* L151, 8 June 1974)

Animal health. Decision 74/289/EEC amending Decisions 74/143/EEC and 74/210/EEC concerning certain measures to prevent the spread of foot-and-mouth disease. (*Official Journal* L151, 8 June 1974)

Sugar. Regulation (EEC) 1383/74 amending as follows, the Annex to Regulation (EEC) 389/74 laying down detailed rules for applying the special export levy on syrups and other sugars. The entry in the 'Description of goods' column relating to Common Customs Tariff heading No. 17.05 ex C is amended to read as follows:

CCT heading no.	Description of goods
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion: ex C. Other, excluding syrups and vanilla sugar in immediate packings the net contents of which do not exceed 2.5 kg, and molasses

(*Official Journal* L148, 5 June 1974)

EUROPEAN COAL AND STEEL COMMUNITY: The *Official Journal of the European Communities* L143, 28 May 1974, contains the text of Decision 1307/74/ECSC amending Decision Nos. 31-53 and 37-54 on the publication of price lists and conditions of sale applied by undertakings in the steel industry.

Further information: Department of Industry, Iron and Steel Division, Thames House South, Millbank, London SW1P 4QJ, tel. 01-222 7000, ext. 2037.

RULES OF COMPETITION: The *Official Journal of the European Communities* C.60, 25 May 1974, contains an Order of the President of the European Court of Justice made on 3 April 1974 in Case 20/74R: Kali-Chemie AG v. Commission of the European Communities, suspending until 15 July 1974 the Commission's Decision of 21 December 1974. The Commission had refused to exempt from the prohibition contained in Article 85(1) of the EEC Treaty an agreement between Kali und Salz AG, Kassel, and Kali-Chemie AG, Hanover, relating to the sale of potash products. This was published in the *Official Journal of the European Communities* L19, 23 January 1974. *Furhter information:* Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-222 7877, ext. 5092.

The BBC Export Promotion Service

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	38	692	−9	701
1971	100	103	100	92	101	−7	−218	52	21	1,073	285	788
1972	102	109	102	83	111	−394	−498	28	22	114	−677	791
1973	108	114	106	88	116	720	433	34	227	−1,286	−2375	1,089
1971 3rd qtr	101	104	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−131	−156	15	−9	71	−121	192
2nd qtr	102	108	102	84	110	−100	−145	−12	40	112	−64	176
3rd qtr	102	110	102	81	110	−83	−125	4	−8	−116	−284	163
4th qtr	105	111	102	81	118	−80	−72	22	−1	+2	−208	210
1973 1st qtr	108	115	109	87	123	247	168	18	31	−146	−351	205
2nd qtr	108	113	102	84	107	209	66	−14	154	−188	−399	211
3rd qtr	108	114	107	91	116	120	46	18	22	−291	−606	315
4th qtr	108	114	108	94	120	144	99	18	20	−661	−1019	358
1974 1st qtr		112		95 p	112 p		−133 p	5 p	−64 p	−979	−1,288	309
% change last 2 qtrs on prev. 2 qtrs	+0.2	+0.1	+2.1	+7.7	+4.7							
on a year earlier	+4.5	+3.0	+6.5	+11.9	−3.4							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages	Index‡								monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.3	99.5	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	101.9	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.7	110.1	110.7	137.3	179.4	9.2	144.1	123.2•	115.5	581	2.6	304	953	1,151
1972 2nd qtr	102.7	101.2	104.6	147	162.7	6.2	106.1	113.5	98.1	838	3.7	132	764	786
3rd qtr	102.9	102.3	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr	105.8	105.4	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr	110.2	110.4	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr	109.3	109.4	108.0	136	177.9	9.3	133.4	120.1•	112.6	605	2.6	289	931	1,064
3rd qtr	110.3	110.7	110.5	143	180.2	9.2	150.5	124.2	118.4	562	2.5	334	995	1,197
4th qtr	108.8	109.7	112.3	119	186.8	10.3	167.2	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr	101.7	103.5	110.1	103	101.4	12.9	206.4 p	138.4 p	124.9	543	2.4	285	1,124	1,553
1973 Apr	109.0	109.0	106.9	138	176.7	9.2	130.5	118.8•	112.3	616	2.7	271	940	956
May	108 9	108.0	106.5	134	178.0	9,5	132.4	120.1	113.2	605	2.7	291	894	1,139
June	110.0	111.1	110.1	135	178.9	9.3	137.2	121.3	115.6	593	2.6	304	960	1,198
July	110.3	110.5	110.6	147	179.7	9.4	145.1	122.7	116.0	581	2.6	324	961	1,145
Aug	109.7	110.3	110.8	153	180.2	8.9	152.4	124.1	119.7	563	2.5	330	980	1,206
Sept	110.8	111.4	110.2	129	181.8	9.3	154.1	125.8	120.0	542	2.4	349	1,043	1,239
Oct	110.8	111.3	111.7	127	185.4	9.9	161.4	127.7	120.3	512	2.3	363	982	1,385
Nov	109.8	111.3	112.3	126	186.8	10.3	165.5	129.0	121.0	486	2.2	368	1,022	1,304
Dec	105.4	106 6	112.9	103	188.2	10.6	174.8	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan	99.4	99.8	109 5	93	191.8	12.0	203.0	134.1	123.7	535	2.4	304	1,012	1,396
Feb	101.1	104.3	110.3	109	101.7†	13.2†	207.0	138.5	124.7	549	2.4	278	1,153	1,597
Mar	104.7	106.4	110.4	106	102.6	13.5	209.1	142.2	126.4	545	2.4	274	1,206	1,666
Apr			107.6	96	106.1	15.2	209.9 p	146.4 p	126.6	546	2.4	297	1,276 p	1,667 p
May			106.5 p	105 p			210.3 p	149.5 p		548 p	2.4 p	314	1,278 p	1,759 p
% change last qtr on prev. qtr	−6.5	−5.7	−2.4	+0.7	+5.0		+7.6	+8.7	+3.1	+5.6		−6.3	+18.1	+17.1
on a year earlier	−7.7	−6.3	−0.8	−27.4	+14.0		+60.4	+22.3	+14.2	−11.6		+8.6	+39.4	+60.7

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Current account of the United Kingdom balance of payments for May

In May 1974 the current account is estimated to have been in deficit by £378 million. The deficit on trade in goods was £481 million, seasonally adjusted, of which £304 million was accounted for by the deficit on trade in oil (that is, petroleum and petroleum products – for details see Table 9). The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £103 million.

£ million per month seasonally adjusted

	Current balance	Visible balance: Trade in goods: Petroleum and petroleum products	Visible balance: Trade in goods: Other goods	Visible balance: Trade in goods: Total	Invisible balance: Services and other current transactions
1973 1st qtr.	−49	−62	−55	−117	+68
2nd qtr.	−63	−75	−58	−133	+70
3rd qtr.	−97	−78	−124	−202	+105
4th qtr.	−221	−100	−240	−340	+119
1974 1st qtr.	−326	−240	−189	−429	+103
1973 Dec.	−216	−104	−231	−335	+119 †
1974 Jan.	−281	−166	−218	−384	+103 †
Feb.	−341	−259	−185	−444	+103 †
Mar.	−357	−294	−166	−460	+103 †
April	−288	−308	−83	−391	+103 *
May	−378	−304	−177	−481	+103 *
1973 Dec.-Feb. 1974	−280	−176	−212	−388	+108 *
1974 March-May	−342	−302	−143	−445	+103 *

* These figures are projections and are subject to revision as the relevant statistical information becomes available.

† One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

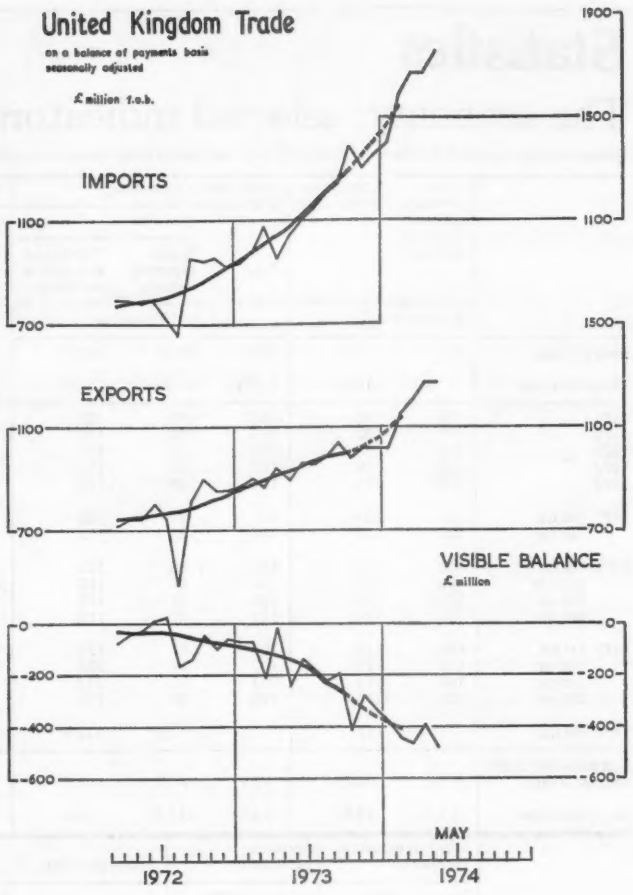
In the three months March to May 1974, the current account deficit averaged £342 million a month compared with £280 million a month in the previous three months.

TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million per month

	Exports (fob)	Imports (fob)	Visible balance
1972	761	818	− 57
1973	953	1,151	−198
1972 1st quarter	726	766	− 40
2nd quarter	764	786	− 22
3rd quarter	684	779	− 95
4th quarter	871	940	− 69
1973 1st quarter	878	995	−117
2nd quarter	931	1,064	−133
3rd quarter	995	1,197	−202
4th quarter	1,008	1,348	−340
1974 1st quarter r	1,124	1,553	−429
1973 December r	1,019	1,354	−335
1974 January r	1,012	1,396	−384
February r	1,153	1,597	−444
March r	1,206	1,666	−460
April p	1,276	1,667	−391
May p	1,278	1,759	−481
1973 Dec.-Feb. 1974	1,061	1,449	−388
1974 March-May p	1,253	1,698	−445

p Provisional estimates.
r Revised estimates (See Note 1 (h)).



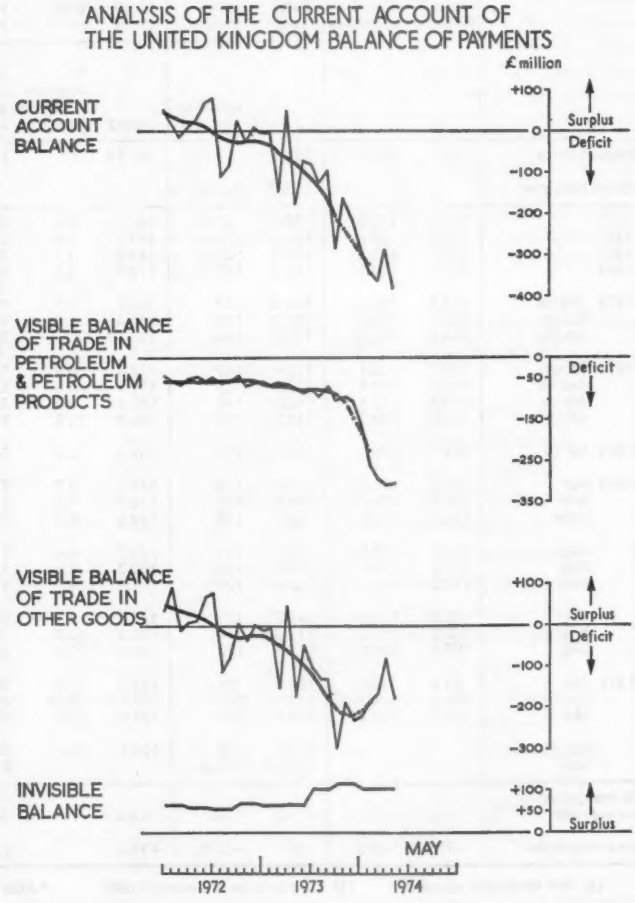


TABLE 2 Exports

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)
1972	812	– 51	761
1973	1,038	– 85	953
1972 1st quarter	773	– 48	726
2nd quarter	813	– 49	764
3rd quarter	733	– 49	684
4th quarter	929	– 59	871
1973 1st quarter	945	– 68	878
2nd quarter	1,005	– 73	931
3rd quarter	1,084	– 89	995
4th quarter	1,117	–110	1,008
1974 1st quarter r	1,215	– 91	1,124
1973 December	1,126	–107	1,019
1974 January r	1,093	– 81	1,012
February r	1,259	–106	1,153
March r	1,292	– 86	1,206
April p	1,372	– 96	1,276
May p	1,385	–108	1,278
1973 Dec.-Feb. 1974	1,160	– 98	1,061
1974 March-May p	1,350	– 97	1,253

§ Components and totals are rounded independently
p Provisional estimates
r Revised estimates (See Note 1 (h)).

TABLE 3 Imports

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1972	928	– 86	–24	818
1973	1,321	–114	–56	1,151
1972 1st quarter	877	– 81	–30	766
2nd quarter	891	– 86	–19	786
3rd quarter	888	– 82	–27	779
4th quarter	1,057	– 94	–23	940
1973 1st quarter	1,130	–102	–33	995
2nd quarter	1,226	–110	–52	1,064
3rd quarter	1,388	–118	–73	1,197
4th quarter	1,541	–128	–65	1,348
1974 1st quarter r	1,761	–137	–71	1,553
1973 December	1,533	–119	–60	1,354
1974 January r	1,573	–134	–44	1,396
February r	1,816	–138	–81	1,597
March r	1,894	–139	–89	1,666
April p	1,906	–146	–93	1,667
May p	2,002	–150	–92	1,759
1973 Dec.-Feb. 1974	1,641	–130	–62	1,449
1974 March-May p	1,934	–145	–91	1,698

§ Components and totals are rounded independently.
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc. up to the end of 1972.
p Provisional estimates.
r Revised estimates (See Note 1 (h)).

TABLE 4 Recorded values

Overseas trade statistics basis

£ million per month

	Exports fob	Imports cif ‡
1972 1st quarter	770.7	905.7
2nd quarter	843.9	910 6
3rd quarter	683.3	850.0
4th quarter	950.7	1,052.1
1973 1st quarter	942.6	1,189.6
2nd quarter	1,024.9	1,240.8
3rd quarter	1,018.7	1,313.2
4th quarter	1,166.5	1,541.1
1974 1st quarter pr	1,193.8	1,772.4
March p	1,317.8	1,962.4
April p	1,355.2	1,965.1
May p	1,511.9	2,095.9

‡ Including arrivals of US military aircraft up to the end of 1972.
p Provisional estimates.
r Revised estimates

Visible trade

(a) Summary. In May there was a deficit on visible trade of £481 million, seasonally adjusted; the value of exports was £1,278 million and the value of imports was £1,759 million.

This trade deficit was £90 million worse than that for April as a result of an increase in the non-oil trade deficit. The oil trade deficit was little changed.

In the latest three monthly period, however, the non-oil trade

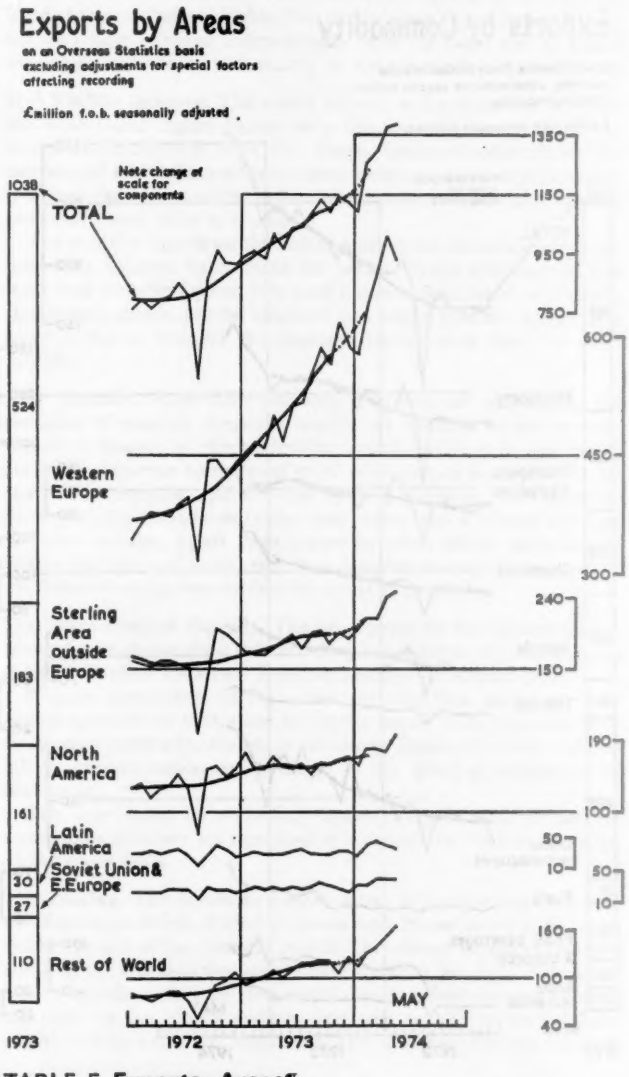


TABLE 5 Exports: Areas¶

Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

	Total	Sterling area outside Europe	Western Europe inc. Irish Republic: Total	EEC	EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of world
1973	1,038	183	524	336	146	161	30	27	110
1973 2nd qtr.	1,005	183	493	320	137	161	29	27	107
3rd qtr.	1,084	190	551	354	151	158	30	29	119
4th qtr.	1,117	189	589	377	164	165	30	26	118
1974 1st qtr. pr	1,215	209	629	406	179	173	35	33	128
1974 March p	1,292	213	675	443	189	181	40	36	137
April p	1,372	241	726	464	197	175	36	38	154
May p	1,385	247	698	480	179	197	34	38	164
1973 Dec.-Feb. 1974	1,160	202	600	386	164	169	33	28	124
1974 March-May p	1,350	234	700	462	188	184	37	37	152

¶ See Note 1(b).
r Revised estimates.
p Provisional estimates.

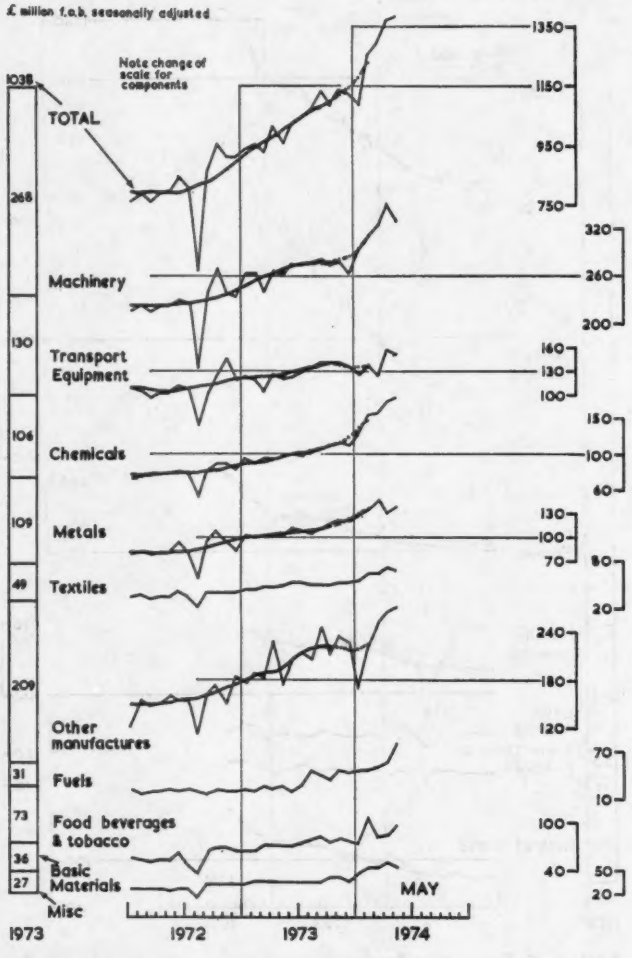
deficit averaged £143 million a month, compared with £212 million a month in the preceding three months. The oil trade deficit rose from £176 million a month to £302 million a month between these periods. The overall trade deficit in March to May averaged £445 million a month compared with a monthly average of £388 million in December to February.

(b) Exports. The value of exports in May was £1,278 million, seasonally adjusted on a balance of payments basis.

Exports by Commodity

on an Overseas Trade Statistics basis
excluding adjustments for special factors
affecting recording

£ million f.o.b. seasonally adjusted



In the three months March to May exports averaged £1,253 million a month, 18 per cent higher than in the previous three months.

Between these periods exports (measured on an Overseas Trade Statistics basis) to Western Europe increased by 17 per cent (with deliveries to the EEC 20 per cent higher) and those to the Sterling Area outside Europe by 16 per cent. Shipments to North America rose by 9 per cent while exports to the rest of the world in aggregate were 22 per cent higher.

Exports of manufactured goods rose by 17 per cent in the latest three months. Shipments of chemicals continued to rise sharply, by 27 per cent. Exports of machinery and transport equipment rose by 13 per cent, with shipments of machinery increasing by 16 per cent and deliveries of road motor vehicles by 4 per cent. Exports of textiles also increased strongly by 18 per cent. Exports of non-manufactured exports in aggregate rose by 17 per cent.

(c) Imports. The value of imports in May was £1,759 million, seasonally adjusted, on a balance of payments basis. This was £92 million more than in April.

In the three months March to May imports averaged £1,698 million a month, 17 per cent higher than in the previous three months. A large part of the increase was due to the higher value of oil imports which rose by 64 per cent between these periods while imports of other goods increased by 9 per cent. Among the major commodity groups, imports of industrial materials increased by 17 per cent, with basic materials rising by 22 per cent, chemicals by 23 per cent and other semi-manufactures by 14 per cent. In contrast imports of finished manufactures fell by 1 per cent, with machinery imports increasing by 4 per cent and arrivals of road motor vehicles declining by 11 per cent.

Among the major sources of our imports, arrivals from Western Europe increased by 15 per cent between December to February and March to May with imports from the EEC rising by 18 per cent. Imports from the Sterling Area outside Europe were also 18 per cent higher while those from North America increased by 10 per cent. Deliveries from the rest of the world in aggregate rose by 28 per cent between the two three-monthly periods.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being

TABLE 6 Exports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

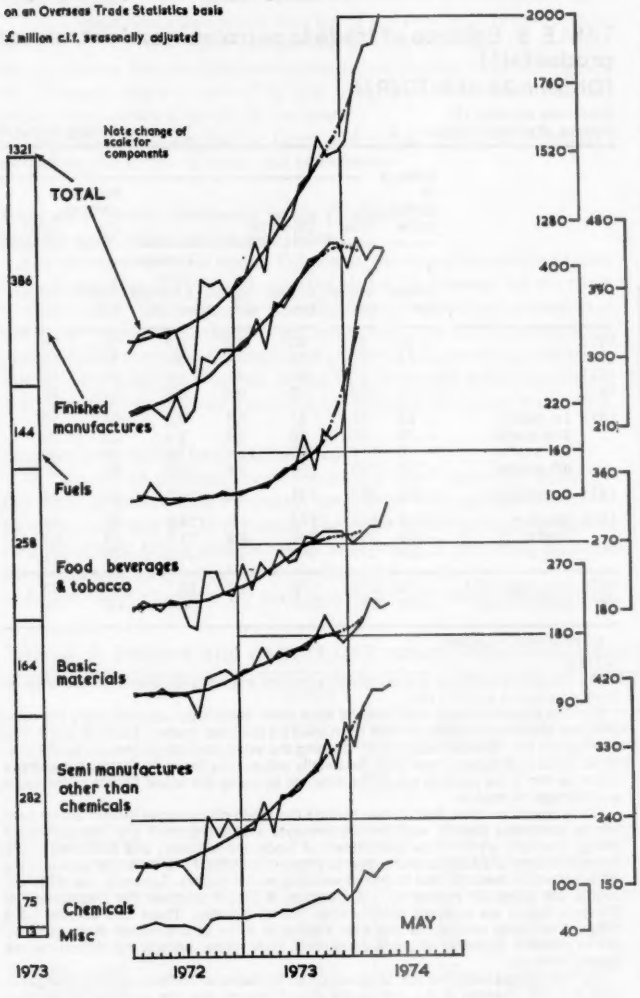
					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1973	1,038	73	36	31	871	398	268	92	38	106	109	49	209	27
1973 2nd quarter	1,005	71	35	22	853	393	267	88	33	102	106	49	205	25
3rd quarter	1,084	78	35	38	907	416	279	92	43	108	109	51	223	27
4th quarter	1,117	77	40	41	928	410	272	99	44	117	120	52	225	32
1974 1st quarter p r	1,215	87	51	46	997	435	309	97	36	146	137	62	215	30
1974 March p	1,292	83	52	48	1,064	442	324	101	33	157	148	65	254	39
April p	1,372	85	59	56	1,166	513	352	101	47	174	131	71	266	35
May p	1,385	96	54	81	1,103	472	328	104	42	176	139	68	271	26
1973 Dec.-Feb. 1974	1,160	85	45	45	952	421	289	98	38	133	128	58	206	30
1974 March-May p	1,350	88	55	62	1,111	476	335	102	40	169	139	68	264	33

¶ See Note 1(b) r Revised estimates p Provisional estimates

financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual *Pink Book, United Kingdom Balance of Payments 1973* (Table 6 and pages 62-66) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

Imports by Commodity



1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from 25 October 1971 (see *Trade and Industry*, 19 August 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry*, 15 February 1973.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to

TABLE 7 Imports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

					Industrial materials				Finished manufactures					
										Machinery and transport equipment				
		Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery	Road motor vehicles	Other transport equipment	Other	Miscellaneous
1973		1,321	258	144	520	164	75	282	386	198	54	22	112	13
1973	2nd quarter	1,226	246	127	477	154	67	256	355	183	47	16	107	11
	3rd quarter	1,388	269	153	543	169	80	294	412	210	64	25	116	14
	4th quarter	1,541	285	186	615	185	90	340	447	227	57	29	131	15
1974	1st quarter p	1,761	280	331	690	203	112	374	442	239	49	19	135	14
1974	March p	1,894	290	385	751	229	114	407	433	239	47	13	140	17
	April p	1,906	291	400	756	217	129	409	448	250	47	14	140	14
	May p	2,002	323	428	770	223	133	413	444	239	44	16	145	24
1973	Dec.-Feb. 1974	1,641	278	265	646	184	102	361	448	234	52	26	134	13
1974	March-May p	1,934	301	405	759	223	126	410	442	243	46	14	142	18

¶ See Note 1(b) p Provisional estimates Revised estimates

documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

1(h) Revised estimates of visible trade. As a result of later and more complete information the previously published figures of imports and exports on a balance of payments basis for the first quarter of 1974 have been revised.

2. Overseas trade statistics. Detailed particulars of United Kingdom imports and exports for May with cumulative totals will be published in due course† and further analysis of the figures will be found in Tables 122 to 139 in the Monthly Digest for July‡, due to be published in the second week of August.

† *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £1.85 (annual subscription £25.05).

‡ *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage £8.60).

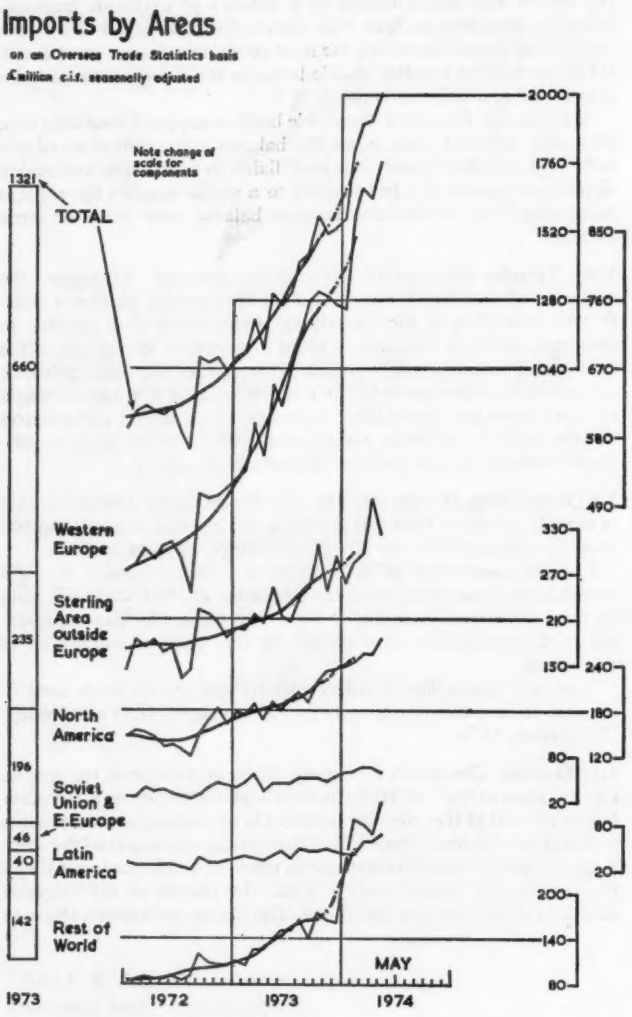


TABLE 9 Balance of trade in petroleum and petroleum products(1) (Division 33 of SITC(R))

Seasonally adjusted (2)
Balance of payments basis — Monthly averages

	Balance of visible trade	Imports				Rest of division (5)	Exports
		Total	Crude oil				Total
	£ million fob	£ million fob	£ million fob	million tons (3)	Average value £ fob per ton (4)	£ million fob	£ million fob
1970	– 40	55	40	8.3	4.8	15	15
1971	– 54	72	55	8.8	6.3	17	18
1972	– 57	75	56	8.7	6.5	19	18
1973	– 79	107	78	9.4	8.3	29	28
1973 1st quarter	– 62	81	57	8.1	7.0	24	19
2nd quarter	– 75	95	70	9.4	7.4	25	20
3rd quarter	– 78	114	80	10.1	7.9	34	36
4th quarter	–100	139	106	9.8	10.8	33	39
1974 1st quarter p	–240	284	231	9.6	24.1	53	44
1974 March p	–294	340	278	9.6	28.9	62	46
April p	–308	360	306	9.8	31.5	54	52
May p	–304	379	303	9.7	31.1	76	75
1973 Dec.-Feb. 1974	–176	219	178	9.2	19.1	41	43
1974 March-May p	–302	360	296	9.7	30.5	64	58

p Provisional estimates

NOTES:

(1) Trade in petroleum and petroleum products accounts for almost all the trade in Fuels – Section 3 of SITC (R).

(2) The figures of value and tonnage have been seasonally adjusted using the same seasonal adjustment factors as have been used for the fuels totals in Tables 6 and 7. The average per ton has been obtained by dividing the value of crude oil imports by the tonnage: since both figures have been seasonally adjusted by the same factors the average value per ton is the same as would be obtained by using the actual figures of the value and tonnage of imports.

(3) It should be noted that for two reasons the crude oil tonnages quoted above cannot be compared directly with import tonnages originating from the Department of Energy (formerly a part of the Department of Trade and Industry) and published in the *Monthly Digest of Statistics* and *Digest of Energy Statistics*. First, the trade account data are adjusted by seasonal and length of working month factors. Secondly, the trade accounts are based on reports to HM Customs & Excise whereas the Department of Energy's figures are received directly from the oil industry. These two sources have different reporting procedures and over periods as short as one month these can give rise to different estimates of crude oil imports. Over longer periods the differences are largely resolved.

(4) The average value per ton, obtained on an fob basis, will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

(5) Includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases etc).

TABLE 8 Imports: Areas¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Sterling area outside Europe	Western Europe inc. Irish Republic			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1973	1,321	235	660	433	198	196	40	46	142
1973 2nd quarter	1,226	222	609	408	176	180	38	40	136
3rd quarter	1,388	234	714	466	221	197	42	47	152
4th quarter	1,541	282	763	498	225	228	45	51	166
1974 1st quarter p r	1,761	282	845	567	238	246	48	61	273
1974 March p	1,894	297	908	608	255	257	58	65	291
April p	1,906	370	895	600	262	255	54	66	278
May p	2,002	324	944	659	246	275	68	60	321
1973 Dec.-Feb. 1974	1,641	279	793	530	226	239	43	57	229
1974 March-May p	1,934	330	916	623	254	262	60	64	297

p Provisional estimates r Revised estimates ¶ See Note 1(b)

United Kingdom overseas trade: Import and export unit value and volume indices for February

Balance of Payments basis (Table 1)

The export unit value index, on a balance of payments basis, rose by nearly 3 per cent in February. The average for the three months ended February was 7 per cent above the average for the previous three months.

The import unit value index rose by 7½ per cent in February, while the average for the three months ended February was 15 per cent above that for the previous three months; excluding fuels, the figures for February show a rise of 2½ per cent, while the three months' comparison shows a rise of 5½ per cent.

The terms of trade fell by three and a half points in February; excluding the terms of trade did not change.

Overseas Trade Statistics basis (Tables 2-4)

Export unit value index numbers

For the three months ended February, the export unit value index for non-manufactures was 22 per cent above the average for the three months ended November. For manufactures the average increase over the same period was nearly 5 per cent, with the above average increases being recorded by chemicals (a rise of 8½ per cent), textiles (a rise of 7 per cent) and metals (a rise of 6 per cent) while machinery and transport equipment recorded an increase of under 4 per cent.

Import unit value index numbers

Within the 15 per cent rise in the total import unit value index for the three months ended February, compared with the previous three months, fuels rose by 74 per cent. The other broad groupings showed rises of nearly 6 per cent for food and drink, 9 per cent for basic materials and 5½ per cent for manufactured goods.

In February the index for fuels rose by 27 per cent compared with

TABLE 1 Import and export unit value and volume index numbers on a balance of payments basis 1970 = 100

	Unit value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1971	104.3	105.6	101.2	104.2	106.7
1972	109.2	111.0	101.7	116.6	106.7
1973	139.1	125.5	90.3	131.8	119.2
1972 1st quarter	107.1	110.2	102.9	112.1	104.7
2nd quarter	107.6	110.7	103.0	114.3	109.0
3rd quarter	111.4	114.0	102.3	111.0	94.5
4th quarter	116.5	115.1	98.8	129.0	118.9
1973 1st quarter	123.2	119.2	96.7	129.2	116.9
2nd quarter	132.8	123.5	93.0	127.1	119.3
3rd quarter	146.4	128.5	87.8	133.4	121.5
4th quarter •	161.6	135.3	83.7	137.4	119.3
1973 January	120.5	117.1	97.2	126.3	119.1
February	123.2	119.4	96.9	126.1	118.0
March	125.9	120.9	96.0	135.2	113.7
April	130.2	122.1	93.8	116.4	121.8
May	132.9	123.6	93.0	135.0	115.5
June	135.2	124.9	92.4	129.9	120.5
July	140.7	126.6	89.9	134.1	119.7
August	146.2	128.3	87.8	134.9	121.1
September	152.2	130.7	85.9	131.2	123.6
October •	155.0	131.6	84.9	143.9	120.7
November •	160.2	135.1	84.3	134.1	122.4
December	169.6	139.2	82.1	134.2	114.7
1974 January p	176.7	141.3	80.0	130.8	114.8
February p	190.0	145.2	76.5	137.7	127.7
Average three months ending					
Nov. 1973	155.8	132.5	85.0	136.4	122.2
Feb. 1974	178.8	141.9	79.5	134.2	119.1

Note: Figures are shown to one decimal place to assist users, but small month to month movements may have little signficance.
† Export Unit Value index as a percentage of the Import Unit Value index.
p Provisional estimates.
• See note (4) about imports through London Airport.

TABLE 2 Import and export unit value index numbers (unadjusted) (overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods: Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.6	107	102	122	101	105.6	107	105	102	102	99	110	102
1972	108.7	114	106	123	104	111.1	114	111	104	104	100	118	107
1973	137.8	150	141	164	126	125.5	139	124	114	123	115	128	125
1972 1st quarter	106.3	111	101	120	103	110.3	110	110	105	102	98	118	106
2nd quarter	107.4	112	104	120	104	110.8	112	111	104	104	100	119	104
3rd quarter •	110.8					114.1							
4th quarter	115.8	122	115	127	111	115.1	118	115	107	107	103	122	113
1973 1st quarter	122.2	132	124	136	115	119.1	127	118	109	112	108	124	118
2nd quarter	131.8	146	135	144	122	123.5	132	122	112	120	113	128	123
3rd quarter	144.6	159	147	162	134	128.4	141	127	115	126	120	131	130
4th quarter †	159.4	172	162	215	143	135.2	158	133	125	136	129	135	133
1973 January	119.4	129	122	132	112	117.0	122	116	109	111	104	123	115
February	121.7	133	123	138	114	119.4	126	119	110	114	108	124	118
March	125.4	135	127	140	118	120.8	132	119	109	113	111	124	120
April	129.5	143	132	139	121	122.0	131	121	111	118	111	126	122
May	131.8	146	137	145	121	123.5	132	122	113	120	112	128	123
June	134.1	149	137	148	124	124.9	134	124	113	122	115	129	125
July	139.0	152	140	152	130	126.5	138	125	112	124	116	130	128
August	144.5	160	146	163	134	128.2	140	127	115	126	120	130	130
September	150.3	166	154	171	139	130.6	144	129	117	127	123	132	133
October †	153.7	169	159	183	140	131.6	145	130	121	131	126	133	130
November †	158.3	171	161	210	142	135.0	153	133	125	138	130	135	132
December	166.1	175	165	252	146	139.1	174	135	128	140	132	136	136
1974 January p	175.9	178	173	321	147	141.2	177	137	129	140	132	139	137
February p	188.7	181	179	407	151	145.2	188	140	136	144	138	141	138
Average three months ending													
November 1973	154.1	169	158	188	140	132.4	148	131	121	132	126	134	132
February 1974	176.9	178	172	327	148	141.8	180	137	131	141	134	139	137

• Details not shown due to distortion by dock strike.
p Provisional estimates
† See note (4) about imports through London Airport.

TABLE 3 Import and export volume index numbers (unadjusted) (overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.8	100	91	109	110	109.0	104	110	110	106	107	108	119
1972	116.1	102	93	109	131	111.4	110	112	118	111	108	106	128
1973	132.8	103	104	112	159	126.6	124	128	143	127	123	117	148
1972 1st quarter	115.5	105	90	122	126	107.6	103	109	113	106	103	104	122
2nd quarter	116.8	105	94	111	130	117.4	112	119	130	116	115	112	134
3rd quarter *	106.2					92.4							
4th quarter	126.8	108	104	108	147	126.6	134	126	131	129	126	120	138
1973 1st quarter	134.4	112	105	113	158	121.8	115	124	135	124	121	115	141
2nd quarter	130.8	103	103	115	156	127.7	118	131	147	135	125	121	146
3rd quarter	129.1	95	106	110	155	122.1	123	123	141	120	110	112	147
4th quarter †	138.2	103	106	114	168	134.0	139	133	148	130	127	123	155
1973 January	143.0	127	113	124	162	127.1	120	129	137	125	126	124	143
February	117.4	91	93	101	140	115.8	105	118	124	115	113	110	138
March	142.8	117	108	115	171	122.3	119	125	145	131	122	112	143
April	116.6	95	95	104	136	123.1	114	126	134	121	119	113	158
May	143.6	112	111	120	174	130.7	124	133	157	143	131	127	131
June	132.3	103	103	122	157	129.4	117	133	151	142	124	123	149
July	133.2	97	104	104	165	129.5	122	132	145	134	122	124	150
August	130.9	95	111	134	152	123.6	126	124	148	119	110	112	149
September	123.0	92	104	93	149	113.3	121	113	130	109	98	101	143
October †	152.6	110	124	135	183	139.8	149	140	158	140	137	127	162
November †	139.8	108	104	112	169	142.0	151	141	154	134	131	128	172
December	122.4	92	90	94	152	120.3	118	119	133	115	113	113	130
1974 January p	133.5	97	101	121	162	118.0	119	118	145	129	123	115	106
February p	132.6	90	95	108	169	128.8	142	128	165	132	127	117	136

* Details not shown due to distortion by dock strike.
p Provisional estimates.
† See note (4) about imports through London Airport.

TABLE 4 Import and export volume index numbers (seasonally adjusted) (Overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1972 1st quarter	112.6	100	92	115	123	109.2	108	110	115	108	106	105	123
2nd quarter	113.2	102	94	106	125	113.2	111	115	120	112	110	107	133
3rd quarter *	111.3					99.3							
4th quarter	127.4	107	103	109	150	123.8	123	125	134	124	120	119	137
1973 1st quarter	128.4	105	105	105	150	123.1	120	125	137	126	126	114	143
2nd quarter	128.0	101	103	111	151	125.1	120	128	139	132	124	116	151
3rd quarter	136.8	102	104	119	166	129.9	131	130	147	130	121	122	148
4th quarter †	137.9	103	103	114	170	128.3	124	129	149	122	120	118	151
1973 January	127.2	114	98	105	148	125.6	120	128	138	125	133	120	139
February	125.3	96	101	106	148	123.6	119	126	132	125	122	117	149
March	132.7	105	115	103	154	120.0	123	120	141	128	122	105	141
April	117.8	98	102	103	136	128.2	119	134	133	126	123	118	185
May	135.6	108	106	112	160	121.1	122	120	140	131	123	113	121
June	130.7	99	101	119	156	126.6	118	128	143	137	125	117	148
July	135.3	100	102	115	164	126.6	124	128	141	134	122	119	147
August	139.7	104	102	137	167	130.3	139	129	151	129	121	121	140
September	135.3	101	108	106	166	132.6	130	133	148	126	122	125	157
October †	142.6	104	116	132	171	129.0	127	130	150	122	124	119	154
November †	136.8	101	100	109	169	131.8	131	131	152	123	119	120	158
December	134.3	103	95	102	171	123.9	113	124	146	120	117	115	142
1974 January p	128.4	93	96	112	159	120.6	122	121	152	133	132	116	107
February p	140.7	94	103	113	177	136.6	159	137	176	143	134	124	145
Average three months ending:													
November 1973	138.2	102	108	116	169	131.1	129	132	150	124	121	121	156
February 1974	134.5	96	98	109	169	127.0	132	127	158	132	128	118	131

* Details not shown due to distortion by dock strike.
p Provisional estimates.
† See note (4) about imports through London Airport.

January, but for the other broad groupings the increases did not exceed 4 per cent.

Notes

1 The publication of these indices has been delayed (see *Trade and Industry* of 30 May 1974, page 465). March figures are expected to be published on 27 June, and it is hoped that figures for subsequent months will follow at roughly fortnightly intervals, normal timing being achieved with the July indices being released by about early September.

2 Table 1 is on a balance of payments basis. Tables 2-4 are on an Overseas Trade Statistics basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. The adjustments are described in great detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971.

3 An article was published in the 11 October 1973 issue of *Trade and Industry* introducing a new series of import and export unit value and volume indices with 1970 = 100, superseding the series with 1961 = 100.

4 Industrial action at Heathrow during October 1973 affected the flow of some import documents. All indices for October 1973 and November 1973 have been adjusted to remove the distortion arising from the interruption to statistical processing in October. As a result the series in Tables 2 to 4 do not reflect the detailed figures contained in the October and November issues of the *Overseas Trade Statistics of the United Kingdom*.

Monthly report on the economic situation

The Treasury's monthly report on the economic situation will henceforth be published nearer the end of the month as this will enable more up-to-date information to be included.

The monthly report for June will be released as a press notice on 26 June. It will also be included, as usual, in the July issue of the Treasury's monthly *Economic Progress Report*, to be published on Friday, 28 June, and the issue of *Trade and Industry* to be published on 4 July.

Cinema admissions and takings in March

During March, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 2.89 million and the weekly average of gross box office takings, including VAT was £1.31 million. The comparable figures for March 1973 were 2.74 and £1.14 million respectively.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them, the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Index of retail sales in Northern Ireland

The seasonally adjusted index of retail sales in Northern Ireland for March was 167 (1965 = 100), 11 per cent more than in March 1973. In the first quarter of 1974 sales increased by 15 per cent compared with the corresponding period in the previous year.

After allowing for price changes, the total volume of sales for the first quarter of 1974 showed no change on a year earlier.

The seasonally adjusted index numbers of the value of sales in March and the first quarter of 1974 and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		March 1974		1st quarter 1974	
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	167	11	165	15
Food shops	97	184	19	183	20
Non-food shops	122	151	—	150	9
Of which:					
Clothing and footwear shops	36	148	−2	157	11
Durable goods shops	21	145	2	143	5
Miscellaneous non-food shops	43	172	3	156	8
Department and general stores	22	121	−3	130	16

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 14 June 1974.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 10 – 27th Year	BR/E 37525/16/6/79	10	12 June	Data Film Distributors Ltd.	National Coal Board
Back Alley Princes	BR/E 37526/16/6/79	93	12 June	Cathay Films Ltd.	Golden Harvest (Int.) Ltd., Kowloon
Movietone News 2349	BR/E 37253/16/6/79	7	14 June	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2349A	BR/E 37254/16/6/79	7	14 June	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
High Crime	EC 37522/16/6/79	102	10 June	Columbia-Warner Distributors Ltd.	Capitolina Produzioni Cinematografica, Rome and Star Film, Madrid
			FOREIGN		
Knuckle-Men	F 37520	88	10 June	Grand National Film Distributors Ltd.	Dimension Pictures Inc.
Superchick	F 37521	93	10 June	Grand National Film Distributors Ltd.	Crown International Productions
Slaughter's Big Rip Off	F 37523	87	10 June	EMI Film Distributors Ltd.	American International Pictures Inc.
Dillinger	F 37524	107	10 June	EMI Film Distributors Ltd.	American International Pictures Inc.
Deaf and Mute Heroine	F 37527	86	12 June	Cathay Films Ltd.	Golden Harvest (HK) Ltd., Kowloon

Sales by wholesale textile houses

Sales by wholesale textile houses in April showed an increase of 5 per cent on a year earlier, compared with increases of 8 per cent in February and 25 per cent in March.

The value of stocks at the end of April was 11 per cent higher than a year earlier.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*−3*	..	..
1967	104	*−5*	..	..
1968	108	*4*	..	..
1969	103	*−5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1972 2nd quarter	111	*4*	146	*8*
3rd quarter	123	*7*	154	*4*
4th quarter	149	*6*	169	*12*
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
1973 April	133	*10*	163	*11*
May	114	*9*	173	*15*
June	121	*14*	171	*17*
July	107	*5*	173	*15*
August	124	*9*	179	*19*
September	159	*3*	173	*12*
October	184	*12*	162	*16*
November	154	*13*	203	*21*
December	151	*4*	204	*21*
1974 January	83	*−4*	179	*11*
February	135	*8*	184	*9*
March	182	*25*	189	*3*
April	139	*5*	180	*11*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	April 1974	January-April 1974	April 1974
Women's knitted outerwear, blouses and skirts	−10	13	10
Women's coats, costumes, furs and raincoats	−21	−10	−3
Women's underwear	20	27	9
Women's hose and children's socks	−1	2	−12
Women's millinery	4	4	14
Haberdashery, ribbons and wool	1	11	20
Children's wear	44	24	−19
Men's and boys' shirts, pyjamas and outfitting	5	10	−10
Gloves	−6	38	−38
Piece-goods and nets	−26	−8	48
Household textiles	8	25	111
Floor coverings, furniture and hardware	8	4	21
Boots and shoes	44	21	34
Total†	5	9	11

† Including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

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- PQ 271.2 Organic chemicals, total production in the United Kingdom of selected chemicals for first quarter 1974
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- PQ 335 Textile machinery and accessories for fourth quarter 1973
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Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	6 June 1974
Business names and limited partnerships (A)	7 Mar. 1974
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manufacturing, distributive and service industries (Q)	6 June 1974
Catering trades turnover (M)	13 June 1974
Chemicals industry activity (Q)	2 Aug. 1973
Companies:	
acquisitions and mergers (Q)	30 May 1974
new registrations:	
Gt. Britain (M)	23 May 1974
N. Ireland (M)	30 May 1974
Computers: UK market (Q)	24 May 1973
Construction work overseas (A)	11 Oct. 1973
Electronic capital equipment (Q)	21 June 1973
Energy trends (M)	30 May 1974
Engineering industries: sales and orders (M)	13 June 1974
Film industry:	
British Film Fund Agency returns (M)	13 June 1974
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registration of films (A)	31 Jan. 1974
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consumption levels (6M)	2 May 1974
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Footwear industry:	
production, orders and deliveries (M)	2 May 1974
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(*see also* Overseas trade of the UK)	
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N. Ireland index (M)	30 May 1974
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overseas travel and tourism (A)	21 Feb. 1974
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average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	13 June 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	4 Apr. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	9 May 1974
ECGD local offices	23 May 1974
Guide to Departments	6 June 1974
Official Receivers' offices	13 June 1974
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Government Sales

Department of the Environment

2 July 1974

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2608)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

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Ministry of Defence

27 June 1974 Miscellaneous Sales

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace, (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 2447)

Footwear, greatcoats, corduroy, denim, khaki and blue serge trousers, jackets, blouses and other service clothing. Canvas sheeting and tentage, web pouches, carpets, rugs and other textiles. Furniture, industrial, electrical, electronic plant, equipment and assemblies. Ferrous and non-ferrous scrap, batteries, MT tyres and spares. Stop and wrist watches, barographs, binoculars, telescopes, hand tools, pressure stoves, charging sets-30w, laboratory equipment, bearings, electric cable. Kitchen and canteen utensils, weighing machines, oiling hoses, paints, oils, grease, metal boxes, rotary motor mowers, sewing machines, racking and shelves. Telephone and wireless equipment. Fordson Major diesel tractor with Bray Hydra loader, electric 2 ton platform pallet trucks, Dennis trailer fire pumps, Coles-Thorneycroft 5 ton 6 x 4 mobile crane, Scammell 20 ton 6 x 6 tractor, AEC 10 ton 6 x 6 tractor, Ransome and Rapier 3½/5 ton mobile crane, Land Rover station wagon and utility, Hillman Minx estate cars, Ford Cortina saloon, Morris minibus. Murex mobile welding plant, Butler shaping machines 18 in., circular metal saw, test pumps, fuel pumps, generating sets 300 to 3,000w, post grinders, degreasing plant, grinding, planing, punching, shearing, plate-bending, engraving, riveting, drilling and pipe-bending machines. Ward No. 10 turret lathe. 25 Southbend-Hardinge-Churchill, Redman-Harrison-Herbert, Edgwick-Denham-Lang-Bentley-Ward, Haggas and Swift, etc., centre lathes.

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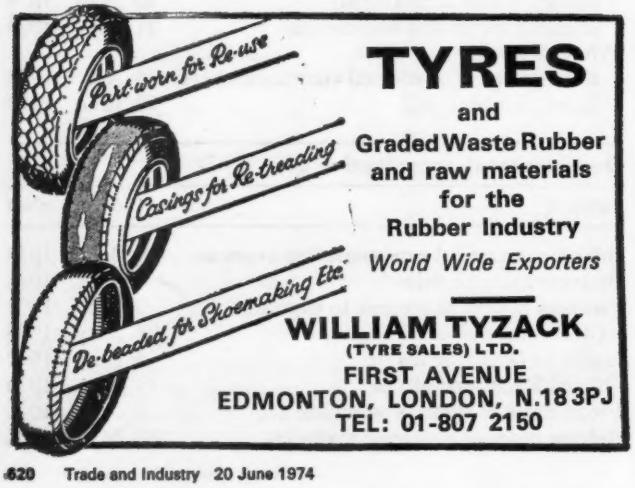

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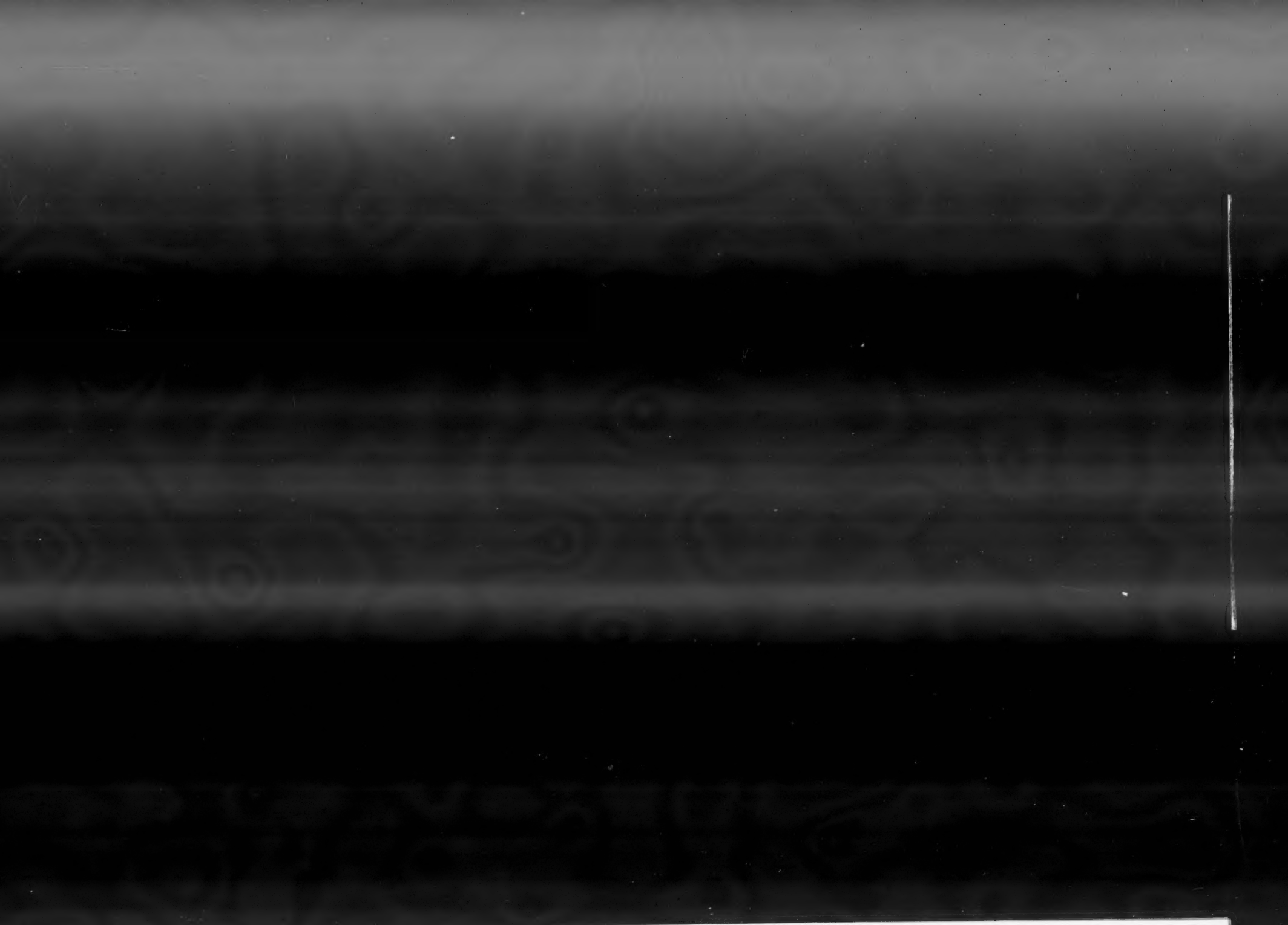
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